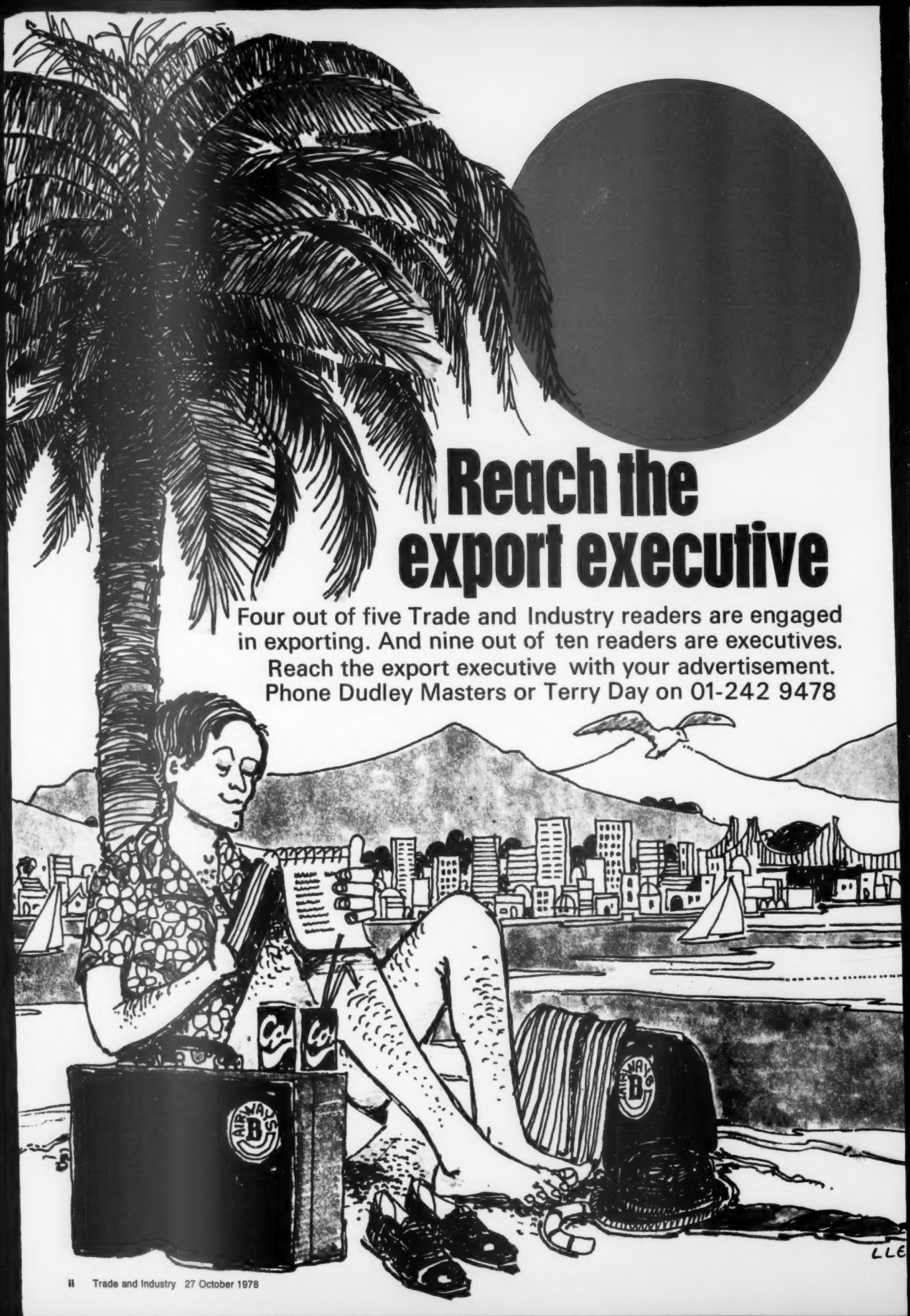
Trade and Industry

27 October 1978 Every Friday 40p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Trade and Industry

27 October 1978

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Autumn is boom time for trade exhibitions and this week we report UK participation at 13 events overseas (page 185). Our quarterly Trade promotions guide will help you plan ahead (centre pages).

Trade and Industry

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This week

Road transport costs too high – Price Commission 162
Vehicle production in September 162
Top Peugeot team at motor show 162
Wheal Jane pumping costs will be met 162
Fewer jobless 162
More local radio stations 162
Parliament debates 1979 budget 162

Home news

Misleading bargain offers to be banned 166
Too many insurance policies surrendered 166
Inflation rate will hold into new year – Hattersley 166
Insider dealings should be made a criminal offence – Dell 167
Record aerospace exports to United States 168
Rolls-Royce aero-engine order 168
Tripartite co-operation growing – Huckfield 168
New accounting standard on deferred taxation 168
Girobank business increases 168
DoI advance factories 170
Small firms' needs recognised in Midlands 170
First Govan launch of Polish order 170
Go-ahead for Royal Doulton price rises 170
More time for toothpaste examination 170
Merger proposal cleared 170
Government sales 170
Improved economy result of monetary and pay policies – Healey 172
Investing in Britain 173

New publications 175

Technology news

Directory inquiries go on trial 176
Denloc ensures safe tyre blowouts 176
Positron annihilation detects metal fatigue 176
World textile literature goes on-line 177
Future of small batch production 177
NEL to hold meteology conference 177

New products 178

European community news

Foreign ministers back commission stance on MTNs 179
Trade negotiations in danger – commission 179
Commission to prepare steel anti-crisis plans for November council 179
Finance ministers agree investment loan scheme 179
EEC-China joint committee plans 1979 meeting 180
Howta solva pinta problem? 180
Portuguese talks get under way 180
Developments in company and commercial law: seminar 180
BSC receives ECSC housing loan 180
Community transit: sealing of mixed loads 180

Overseas trade news

UK-Poland joint commission seeks co-operation ventures 181
UK-Israel joint committee meet in Jerusalem 181
BOTB helps firms share overseas distribution 181
Petroleum equipment makers get pat on back 181
Moving UK exports up-market 182
UK firm completes Thai tunnel 182
Kindersley new deputy chairman of export guarantees council 182
Second line of credit to Ghana backed by ECGD 182
Australian mission to see UK offshore developments 182
White Fish Authority to continue consultancy work 182
Dakar investors forum 183
Industrial exhibition in Mexico attracts 150 firms 183
London chamber organises Mid East medical forum . . . 183
. . . and Iran mission debriefing 183
Conference on investment in the US 183
Conference on Greece as an export market 184
Seminar on Japan 184
Arts conference in Athens 184
THE organises further electrical equipment conference 186
Rank Xerox wins Moscow Olympic deal 184
Hints to business men booklets 184
Britain to help prospect for Indonesian coal 184
Double taxation agreement with United States 184

Exhibitions

Nuclex powers long-term contacts 185
AIEE '78: the biggest ever 185
Stars boost Cologne's sports goods fair 186
Senior ministers see UK products at Algiers fair 186
BL successful at Paris show 186
Britain's caravans roll into Europe 187
Bucharest business tops £1m 187
Persistence paying off in Moscow 188
USSR sets high priority on agriculture 188
Electric vehicle progress accelerates rapidly 188
UK could sell more to Cern 190
UK at South American cancer congress 190
Chicago store boost for UK goods 190

Export services 191

Country data 192

Statistics

The economy: selected indicators 195
Investment intentions survey: 10-year review 196
Consumers' expenditure up in third quarter 197
Domestic furniture: deliveries and orders in August 197
New companies in September 197
Business Monitors 197
Overseas travel and tourism: second quarter 198
Release dates of statistics to be published in November 199
Moneylenders Acts 1900 to 1927 200
Protection of Depositors Act 1963 200
Patents recorded 'licences of right' 201
Steel consumption and stocks: second quarter 202
Hosiery and other knitted goods: production in August 204
Wool textile industry: output in July 205
Cotton industry: production in August 205
Man-made fibres production in August 206
Carpet industry sales in July 206
Films Act 1960: combination of quota periods 207
Registrations of British, community and foreign films 207
Index to statistics 207

Readers' reply service 208

Trade promotions guide centre pages

Trade and Industry this week

HOME

Road transport costs too high – Price Commission

Unit costs in the road haulage industry are too high and could be contained or reduced by greater efficiency, the Price Commission said in a report published on Tuesday.

The report – 'Price Commission sectorial examination report, no. 10, road haulage industry' – points out that in view of the complexity and diversity of the industry, possible cost savings would vary in different sectors and different firms, but for those performing least well it is believed there is considerable scope for cost savings. The commission considers that the industry should be kept under continuous review to ensure that increases in costs are not automatically reflected in future prices, and expects to see only a very modest increase in charges over the next 12 months.

If charges do rise beyond these levels, the commission advises that specific or general restrictions on charges or margins should be applied. A problem of special concern to the industry is that cash flow is proving inadequate to maintain vehicle fleets at an efficient level, at a time of rapidly rising new vehicle prices. The commission recognises that some firms need to provide for the replacement of vehicles by increasing charges to allow for adequate depreciation.

In reaching its conclusions the commission has taken account of the fact that the road haulage industry as a whole has been going through a difficult time. Most of the remedial measures recommended by the commission are aimed at improving productivity. They include: extended use of clearing houses, with close monitoring by the Road Haulage Association, to find loads for vehicles returning empty; wider adoption of shift and round-the-week working to obtain more intensive use of vehicles; the introduction of new standards for assessing the time needed to complete jobs in line with today's improved road network and modern vehicle performance; a revision of the pay basis, in particular the basing of overtime payments on actual hours worked rather than notional hours, and greater employment of the tachograph.

Vehicle production in September

Car production in the five weeks ending 30 September of 107 493 units (21 499 per week) was 8 per cent below the September 1977 level, according to figures published by the Department of Industry yesterday.

In the nine months to September 1978, car production was 1 per cent higher than in the same period last year, production for export falling by 7 per cent while that for the home market rose by 7 per cent.

Commercial vehicle production of 33 890 units (6778 per week) was 4 per cent below the September 1977 level. Production in the first nine months to September was 1 per cent above that in the corresponding period last year. Production for export fell by 12 per cent while production for the home market rose by 14 per cent.

Top Peugeot team at motor show

Senior directors and buyers from Peugeot SA were at the International Motor Show on Wednesday to discuss with Alan Williams, Minister of State for Industry, the purchase of components from UK suppliers.

As chairman of the Components Industry Liaison Group, Mr Williams was accompanied by the major suppliers. The Peugeot team were particularly interested in mechanical components, electrical and electronic components, rubber components, windscreens, windows and plastic components.

They arrived in the UK on Monday for a five-day visit which included discussions with many of the leading UK component manufacturers.

Wheal Jane pumping costs will be met

Minister of State for Industry Alan Williams confirmed on Tuesday that his department would be prepared to continue meeting pumping costs at both the Wheal Jane and Mount Wellington mines for a further period. Plans for a possible future operation at Wheal Jane are being prepared by Robert Sprinkel, who has been in discussion with the department and with Consolidated Goldfields for several weeks. The department understands that Mr Sprinkel hopes to reach a conclusion shortly on a possible takeover of Wheal Jane at the end of the year.

Fewer jobless

Fewer unemployed and more vacancies were recorded in the Department of Employment's mid-October figures announced on Tuesday.

Jobless in Great Britain on 12 October totalled 1 364 907, representing 5.9 per cent of employees. This figure includes 76 379 school leavers under 18 not yet employed.

The provisional seasonally adjusted series shows that the number of unemployed in Great Britain excluding school leavers was 1 299 700 (5.6 per cent of all employees), a decrease of 17 100 since 14 September. In the last three months there has been a decrease on average of 3400 a month.

The average inflow of vacancies in the three months ending September was 233 000 per month compared with 221 000 in the three months ending June and 209 000 in the three months ending March 1978. The average outflows in the three periods were 231 000, 221 000 and 192 000 per month respectively.

More local radio stations

Development of 18 more local radio stations was given the go-ahead by home secretary Merlyn Rees on Tuesday. Half the stations will be run by the BBC and half by the Independent Broadcasting Authority (IBA).

The BBC's stations will be in Barrow-in-Furness, Cambridge, Lincoln, Northampton, Norwich, Shrewsbury, Taunton, Truro and York. The IBA's stations will be in Aberdeen/Inverness, Bournemouth, Cardiff, Chelmsford/Southend, Coventry, Dundee/Perth, Exeter/Torbay, Gloucester and Peterborough.

EUROPE

Parliament debates 1979 budget

This week (23 to 25 October) the European parliament debated the version of the 1979 draft budget 'established' by the council in July.

The community's budgetary procedure starts each year with the presentation of a preliminary draft by the commission, which is sent to both institutions and on which the council then 'establishes' the position for transmission to the assembly.

The parliament adopted amendments which could increase by £750 million the financial commitments in the budget, established at £8,500 million by the council. The assembly's proposals now go back to the council for further consideration in November, and the final stage will come when the assembly itself adopts the budget just before Christmas.

At this final stage, parliament can overrule the council on items of 'non-obligatory' expenditure, and has the right if it wishes to throw out the budget as a whole and request a new draft.

Freight wait weighing on your mind?

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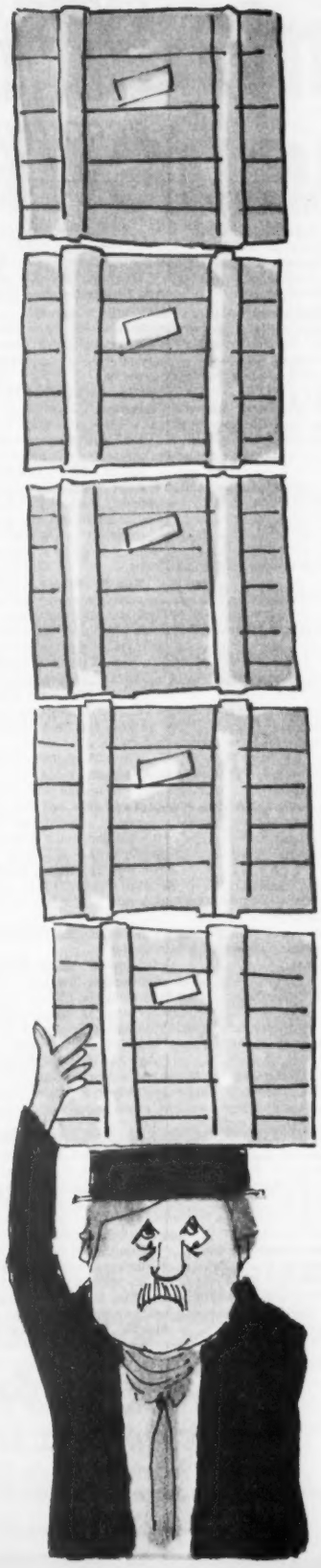

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Chairmen and Managing Directors

The following executives are seeking to further their careers within fields where proven experience counts and is rewarded accordingly

FINANCE

1. **Business Analyst** part ACMA a tough hardworking technical cost accountant with large manufacturing group experience. Seeks career development opportunity in anticipation of completing his exams shortly. **Age 27 Salary £8,000**
2. **Merchant Banker** BA(Cantab) ACA AIB. A wide range of, City and international experience covers Eurocurrency, leasing, loan negotiations, new issues especially in Kenya and Australia. Promotion blockage. Seeking career development, location flexible. **Age 34 Salary circa £10,000**
3. **Financial Controller** B Com. CA. A thorough professional with considerable experience of financial management in Canada and Africa. He now wishes to be based in UK for family reasons. Location flexible. **Age 34 Salary circa £10,000**
4. **Money Broker.** BA(Hons) MBA. With sound City experience in leasing, oil economics and handling local authority property developments. Seeks career opportunity to widen his overall experience, and increased responsibility. **Age 32 Salary £12,000**
5. **Investment Analyst/Corporate Planner.** BA(Hons) Law, fluent French. A highly successful record as analyst, pension fund manager and property consultant. Wishes to relocate to UK for family reasons. **Age 31 Salary circa £15,000**
6. **Finance Director** BSc(Chem) ACA. With considerable experience as director of admin. in the wholesale and retail industry, with responsibility for the co-ordination of production mail order and retail of 100 substantial outlets. **Age 32 Salary £12,000+**
7. **Financial Vice President.** AIB, fluent Arabic and Malay, some German. His international experience covers banking, insurance and financial management with the construction industry. Location very flexible but would prefer Middle or Far East. **Age 41 Salary £15,000+**
8. **Corporate Finance Manager.** FCA. An impressive Group Technical Accountant (TO £500M+) with substantial international experience in major fmcg group. Promotion blockage, wishes to manage his own financial operation. Location flexible. **Age 39 Salary £15,000**
9. **Senior Financial Executive.** BSc Chem. ACA, ACMA, ACIS. An outstanding financial and commercial executive with substantial major international group experience covering all financial and many commercial disciplines handling contracts exceeding £100,000. Seeking career development. **Age 36 Salary £15,000+**
10. **Group Financial Controller.** FCA. An impressive technical financial executive whose substantial international experience covers financial and control systems planning for automotive, glass and building products. Promotion blockage. **Age 36 Salary £12,000**
11. **Finance Director and Company Secretary.** FCA with substantial management experience in retail and discount trading internationally. Especially in car products, textiles and furniture. Promotion blockage – seeking career progression. **Age 35 Salary circa £15,000**
12. **Finance Director.** BA, fluent French and German. An impressive 'high flyer' with large international group experience covering a wide range of manufactured products and services. Seeking a UK base for family reasons. **Age 33 Salary circa £17,000**

MARKETING

13. **Buyer/Saleswoman.** BSc, bilingual English/French, good German. Has 2 years experience of buying products for a major manufacturer in the electronics industry. Promotion and salary blockage, seeking career development. **Age 23 Salary circa £5,000**
14. **Salesman.** BA (Hons) Econ. MBA (Marketing), good Arabic. Well educated and articulate with a knowledge of the hospital industry. Wishes to develop his career in Capital Engineering and consumer durable goods marketing expecially in the Middle East. **Age 25 Salary circa £5,000**
15. **International Marketing Director.** BS(Vermont). An ambitious self starter with a excellent knowledge of the footwear industry in UK and USA. Seeks a greater opportunity for his energy, ability and entrepreneural skills. **Age 28 Salary £10,000+**
16. **International Salesman.** Fluent Chinese (Cantonese), good French. With exceptional knowledge of the Republic of China and a good understanding of the Far East in general. A good practical salesman in the service industries now seeks opportunity to guide a company interested in trading with China. **Age 39 Salary £7,000+**
17. **General/Sales Manager.** A most impressive and persuasive manager with ability to sell most manufactured products or services who has trained and activated a highly successful sales force. Seeking greater responsibility. **Age 31 Salary £10,000**
18. **Export Area Manager.** A tough, practical and successful sales manager with an excellent knowledge of the medical pharmaceutical and hospital supply industries worldwide – especially the Middle East. Seeks a company with sound production back up. **Age 34 Salary £8,000**
19. **Marketing/PR/Services Manager.** CAM. Fluent French, Spanish, Italian and Portuguese with some German and Arabic. Intellignet and attractive with diplomatic and commercial experience in both State and Nationalised industries of the UK and South America. Wishes to renew her industrial activity. **Age 36 Salary £8,000**
20. **Area Manager.** BA M Inst Exp. Fluent French, good German, Spanish, Russian. A very sound and reliable overseas manager with experience in electrical and consumer durable products. Following 18 years in present company now seeks greater scope. **Age 43 Salary £8,500**
21. **Operations/Sales and distribution Director** with major international group experience (TO £800M) handling food, toiletries and financial services. Has controlled a field force of 600+ and 30 000+ outlets. Seeking career move leading towards general management. **Age 36 Salary £15,000+**
22. **Marketing Director.** M.Inst Mkt. M.Inst Exp. Impressive sales experience in heavy engineering and construction aspects of industry worldwide. Very sound sales force management experience. Promotion blockage. **Age 41 Salary £10,000+**
23. **General/Export Marketing Director.** MA (Oxon) MBA (INSEAD). Fluent in 9 languages including German, French, Arabic, Tai, Japanese. A quite exceptional large group director who following 2 successful years trial in consultancy wishes to return to a line appointment. Location flexible. **Age 38 Salary circa £17,000**
24. **Non Executive Marketing Director.** Fluent French, German, Dutch, Spanish, Portuguese. An outstanding career with major electrical/electronics group in establishing new markets in 30 countries. A good knowledge of retail and rental operations. Seeking a wider area of responsibility. **Age 58 Salary negotiable**

GENERAL MANAGEMENT

25. **Graduate.** BA(Hons). Fluent in German, French, Italian, Polish. Quick witted and intelligent with some experience of publishing, leisure industry and air freight management. Good PA material. **Age 24 Salary circa £5,000**
26. **Aircraft Pilot.** Full Air Transport Pilots licence with instrument rating. Recently retired from RAF and wishes to make a career in industry inside or outside the air industry. Good knowledge of Middle East. Highly suitable for private airline or air taxi firm. Location very flexible. **Age 40 Salary £6,000+**
27. **Structural Engineer.** BSc Const Eng (Hons). A tough practical and likeable engineer with design and consultancy experience. Has worked in the Middle East, London and Nigeria. **Age 30 Salary circa £12,000**
28. **Chief Executive.** M Inst Mkt M Inst Mat. Handling. A professional M/D with food manufacturing (own label) and marketing experience related to large stores. His sound marketing experience includes working in the developing countries. Location very flexible. **Age 36 Salary £20,000**
29. **Merchandise Controller.** Extensive experience in the purchase of non-food products for large retail, wholesale and mail order operations (TO £90m). Also has overseas experience. Seeking fresh opportunity because of promotion blockage. **Age 46 Salary £13,000**
30. **Chief Executive.** MA (Cantab) Law. MIEx. M Inst Mkt. Fluent Spanish, good French. A professional expatriate M/D with experience of manufacturing building materials and domestic appliances in S. America the Far East and UK. A sound marketing background. Location entirely flexible. **Age 38 Salary £12,000 (UK base rate)**
31. **General/Marketing Manager.** HND Elect Eng. Large international group experience especially in semiconductors and electronic components including microprocessors, with a good understanding of distribution problems. Seeking a career move. **Age 37 Salary £14,000**
32. **General Manager.** BSc AIFST. BSF. Good French. A food technologist with a wide range experience in dairy foods and fine chemicals, including flavours and fragrances. An able technician with a strong marketing background. Location entirely flexible. **Age 38 Salary £11,000 (UK equivalent)**
33. **Head of Personnel.** BSc MIPM. An impressive personnel executive with substantial large international corporate experience including development and training for 30 000 employees. Has both IR and works management experience. Promotion blockage. Location very flexible. **Age 39 Salary £12,000+**
34. **Chief Executive.** BA (Oxon) Law. An excellent record in the larger aspects of wholesale and retail store management. While mainly food related he also has much experience of property development. **Age 45 Salary £20,000**
35. **Chief Executive.** MICE MBIM AIArb. A first class record in both the heavy electrical manufacturing industry and in Civil and constructive engineering. An experienced company doctor who would like to move to a medium sized company. (TO £20m). **Age 47 Salary £15,000**
36. **Non Executive Director.** BSc 1st Class Hons MSc. C Eng. MIEE FBIM. Following an oustanding career in engineering, electronics and telecommunications world wide, this unusual man has much to offer as a consultant or as a Chairman of an Association. Highly personable. **Age 56 Salary negotiable**

NOTES
(i) All the above executives have been interviewed by us and we consider them to be high quality material in their particular range – there are several others whom space precludes.

(ii) If you require an executive of similar capability please contact me.

(iii) If you yourself feel that you match these standards and might benefit from a new opportunity please contact me in the strictest confidence and without any obligation.

Robin R. Ashelby

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Home news

Misleading bargain offers to be banned

BANNED & Co
Normally £499 only £349
"You could pay £ more elsewhere."
Bread Bin
Worth £36 Our price only £19.95
TOOLS UP TO £10 off Latest Models
Polish
3p OFF recommended price
PERMISSIBLE OFFERS LTD
5p OFF our previous price
NEW Only 10p for period of 3 weeks
OUR PRICE £5 HOBBLEDY'S PRICE £8

The Government proposes to ban bogus offers . . . . . but not genuine ones.

Misleading bargain offer claims are to be banned by the government.

Roy Hattersley, Secretary of State for Prices and Consumer Protection, announced on 18 October proposals to prohibit all bargain offers indicating that the seller's price is less than a recommended, suggested or maximum retail price, as well as claims based on 'worth and value', 'price elsewhere' or 'saving up to X per cent'.

The proposed order, on which consultations are in progress, will prohibit comparisons with recommended suggested or maximum retail prices, statements of 'worth and value' and unsubstantiated comparisons with prices elsewhere. It will cover both the display of prices by the retailer and all advertising of prices, and extend to both goods and services.

Comparisons will, however, be allowed in a range of circumstances where genuine price reductions are being made.

The forms of price indication and advertising which the proposed order will ban imply that savings are being offered which, in fact, may not exist. They distract attention from what is actually helpful and needed, namely the specific comparison of actual prices, either in different outlets or at different times or under different conditions. By obscuring competition, they operate to the disadvantage of both the consumer and the retailer who is genuinely anxious to compete on price.

The proposals will free the way for attention to be concentrated upon genuine price reductions. Introductory offers, special credit terms, special offers of flawed goods, and quantity discounts will therefore all properly be matters to which the retailer can draw attention.

The proposals, which were recommended by the Director-General of Fair Trading in two reports earlier this year, will have important effects for retailing and manufacturing industry and for the advertising industry. Consultations, which must be completed by January 1979, will cover the practical effects of the proposal for particular sectors.

Too many insurance policies surrendered – Borrie

Insurance associations have been asked to consider urgently steps to cut down on wasted life policies.

Gordon Borrie, Director-General of Fair Trading, told the Glasgow insurance and actuary society on 19 October that the high number of insurance policies being surrendered prematurely suggested that many people were not being given enough guidance about policies. He had a shrewd suspicion that this also meant that too many people were being subjected to high-pressure selling.

Mr Borrie explained that insurance companies' own figures showed that on average one third of life and endowment policies were being surrendered before time, and for some companies the rate was over 50 per cent. He commented: 'While some policies are obviously surrendered because customers made foolish buying decisions or can no longer afford the premiums, I suspect that many people give up their insurance because they were not given enough information in the first place – perhaps by a broker or agent more concerned with getting a signature on the dotted line than giving proper advice.'

In calling upon the insurance associations to look into this wastage 'seriously and urgently', Mr Borrie asked them to look hard at the commission system to see if it could be adjusted further to ensure that customers got more impartial and balanced advice. Action of this sort, coupled with the introduction in 1980 of statutory notices in policies which would draw attention to the new, 10-day 'cooling off' period, should help reduce the number of policies surrendered.

Mr Borrie said he was sure there was scope for improving customer satisfaction not only with life policies but with whatever type of insurance was being sold. His view was that the various brochures, proposal forms and other literature should be made clearer and simpler so that the customer had a better chance of understanding what a policy offered and cost, and be able to compare it with policies available from other companies. It would also help if terms in common use – for example, 'comprehensive' and 'no claims discount' – were always explained fully, or perhaps there could be greater standardisation so that these terms meant basically the same for all companies. In addition, all companies should ensure that staff, brokers and agents were given adequate training and information so they provided advice about the full range of policies available, tempered with concern for customers' needs and their ability to pay.

Referring to the method of dealing with complaints, Mr Borrie added that he was well aware that the various insurance associations ensured that complaints were dealt with at a senior level, but as a recent survey suggested that few people knew where to refer insurance complaints, he felt that much more should be done to publicise this complaints procedure.

Inflation rate will hold into next year – Hattersley

There will be no significant upturn in the inflation rate during the first quarter of 1979, prices secretary Roy Hattersley said on 20 October. He told an audience at Newcastle Polytechnic that the factors which helped to cut the inflation rate during 1978 – responsible wage settlements, a steady exchange rate, stable commodity prices – will continue into the early months of 1979.

'What matters now is the determination with which we tackle the forces that dictate inflation in the future,' he said. 'We are now deciding – by our policies and by our actions – what rate of inflation we will have to face during the summer and autumn of 1979. The first danger is, of course, labour costs rising in proportion to pay increases and feeding through to prices. The second is a deterioration in the other factors which determine prices – factors which are influenced not least by the wage increases we pay ourselves this winter. If it is clear that we are not pursuing a sensible wages policy many of the other beneficial factors on the RPI will evaporate and prices will rise more rapidly.'

There was no doubt, said Mr Hattersley, that a continued improvement in the inflation rate was possible. He warned, 'What we have to fear now is fear itself – fear that the inflation rate is bound to rise whatever we do, fear that we can only preserve our living standards by anitiicipating that increase with massive additions to our earnings. In fact quite the reverse is true. If we assume inflation is going to take off again, and attempt to anticipate the increase by massive wage increases then the thing we most dread will turn from nightmare to reality.'

Insider dealing should be made a criminal offence – Dell

Insider dealing, carefully defined, should be made a criminal offence and, where possible, civil remedies should be provided, Secretary of State for Trade Edmund Dell told the Liverpool Society of Chartered Accountants on 20 October.

Reviewing developments in company law over the last two years (see box), Mr Dell highlighted the major issues in the long debate on how insider dealing legislation should be tackled. Mr Dell emphasised that in considering the details of the draft clauses included in the white paper on company law, published in July, 'one must not lose sight of a number of fundamental issues'.

The basic starting point was very simple, he said. 'For a number of reasons, insider dealing is wrong, entailing as it does unfairness to the other party, or to other investors; damage to public confidence in directors and others closely connected with companies; and damage to the reputation of the securities market. Once can also draw analogies and argue that insider dealing resembles theft.'

Mr Dell felt that it was now generally recognised that insider dealing called for clear, unequivocal action to discourage and condemn it. The introduction of criminal sanctions was the key factor, he said, to bring home to everyone, particularly those who did not recognise the need for self-restraint or self-regulation, that insider dealing was unacceptable. 'While this legislation cannot, any more than that on murder, fraud, or whatever, guarantee that breaches will never occur or that all wrongdoers will be caught, we feel confident it will lay down clear standards, and act as a powerful deterrent.'

Criminal sanction, of course, could not and did not operate in isolation, he pointed out, and the government therefore welcomed non-statutory measures, like the adoption of a 'model code' by the stock exchange, which laid down principles to be observed by directors and employees wishing to deal in their companies' securities. Equally, the government welcomed similar initiatives by professional bodies and individual companies which had a similar purpose.

'While not removing the need for statutory provisions, these initiatives are valuable but as part of a concerted effort to ensure that proper standards are met.'

Mr Dell stressed that he had no intention of making it, in practice, too risky for directors and employees to hold shares in their companies. Nor did he intend to limit the contribution of investment analysts to the full and fair dissemination and evaluation of information about companies and their prospects, or to introduce a system which, though looking impressive in the statute book, had no practical effect in the real world. He fully recognised that there was concern about these points, and no doubt others; however, he believed that the draft clauses offered sensible answers to them.

'We have an opportunity,' he said, 'to develop a set of measures to attack the mischief of insider dealing in a way that is effective and fair, and which is generally seen as such.'

Turning to the European company law harmonisation programme, Mr Dell said that the aim was to bring about a considerable improvement in standards in a number of EEC countries where company law, and particularly its accounting aspects, were less well-developed than in the UK. There would therefore be an improvement in the environment in the wider home market for British companies, which is what Europe represented, he said. One particular aspect of this improvement would follow from the implementation of the EEC fourth directive on company accounts (see box).

As a result of the second directive, a number of far-reaching reforms had been introduced in UK law which were desirable in themselves but which might have taken a long time to formulate if it had not been for the impetus of the EEC programme. These included:

- ☐ Greater distinction in UK law between public and private companies
- ☐ Substantial minimum capital for public companies
- ☐ Automatic right of all existing shareholders to be offered, on a pro-rata basis, new issues of equity in their companies before an offer could be made to others.

Recent developments in company law

Companies Act 1976, passed in November. Progressively implemented during 1977, the act tightened up on filing of company accounts, strengthened the position of auditors, and has led to greater disclosure of significant holdings in company shares.

EEC second directive, adopted in December 1976, dealt with in the white paper on 'Changes in company law' published in July 1978. Requires member states to bring in rules on the minimum capital of public companies (which will be re-defined and will have a new designation 'Public limited company, in place of 'Limited'), the way in which capital may be subscribed, and new dividend rules (distributable profit test, applied to all companies, which would prohibit distribution of unrealised profits).

Directors' conduct. White paper on the conduct of company directors, published November 1977, set out government proposals on insider dealing (see story above).

It also covered duties of directors, duties towards employees, and loans to directors. Draft clauses, incorporating the changes in company law, were included in the white paper 'Changes in company law' in July. Government believes that insider dealing, carefully defined, should be made a criminal offence, as it involves unfairness to the other party, or to other investors, damage to public confidence in directors, and damage to the reputation of the securities market.

Duties of directors. The white paper stressed the desirability of putting case law onto a statutory basis to bring home to all directors the nature of their basic duties.

Interests of employees. Two proposals were put forward: that directors should be under a duty to consider the interests of employees as well as shareholders; that companies should be empowered to make provision for employees when closing down.

Loans to directors. The need to strengthen existing law was recognised, following considerable evidence of serious abuse. Measures include the introduction of criminal sanctions, and the extension of disclosure requirements.

Conflicts of interest. These clauses seek to counter abuses that may arise in certain transactions where the private interest of a director may conflict with the interest of the company. These include directors' long-term service contracts, and significant property or other transactions between director and company. It is proposed that such transactions should be disclosed to shareholders and, in some cases, that they should be subject to approval by them.

Protection for minority shareholders. This attempts to strengthen a provision first introduced in 1947, which has not proved effective.

EEC fourth directive, adopted July 1978. Prescribes formats for balance sheets, and profit and loss accounts. Lays down valuation rules, which will specify principles of valuation in general terms which can be amplified as necessary, in accounting standards.

The directive allows member states to reduce the reporting requirements for small and medium-sized companies of prescribed sizes. The government is considering the possibility of introducing a three-tier classification of companies into UK company law, and there will be wide consultations on this and the implementation of the directive's provisions.

Company reports. Green paper on the future of company reports, published July 1977. Took a broad look at the underlying objectives of company reporting. Government is now considering all the comments received, and hopes to publish a consultative document early next year, dealing with revised proposals on the green paper following this consultative round, and the implementation of the fourth directive on company accounts.

Industrial democracy. White paper on industrial democracy proposals, published May, 1978. The government is committed to major legislation on this question including the introduction of a new two-tier board structure as an option for companies, to be available whether or not a company has employee directors. Government believes the adoption of a two-tier structure would, among other things, strengthen the role of non-executive directors.

EEC third directive on mergers between public companies, adopted October 1978.

British Aerospace's 125 continues to be a best-seller in the business jet market. Sixteen delivered to American customers contributed to the industries export record to the US in the first eight months of this year.

Record aerospace exports to United States . . .

Exports of Britain's aerospace industry to the United States set a new record in the first eight months of this year when deliveries of aircraft, aero-engines and parts totalled £203,297,000 according to figures announced by the Society of British Aerospace Companies on 19 October.

This is more than £50 million up on the same period last year and only £21 million short of total deliveries to the US by the aircraft and engine sectors in the whole of 1977.

Boost to dollar earnings by the UK industry has come particularly through the steady growth of sales of Rolls-Royce RB211 engines for installation in such US airliners as the Lockheed TriStar and the Boeing 747. Exports of this engine alone to the US this year have been worth £50 million.

But the airframe sector, with substantial continuing US trade in spares, has also done well in aircraft sales. Sixteen British Aerospace 125 executive jets were delivered to United States customers in the eight months, Britten-Norman met orders for 15 Islander/Trislander aircraft (and took eight more in the US) and Shorts delivered four 330 commuter airliners.

Aerospace exports of £740,415,000 in the eight months were nearly £84 million above those for the same period last year, with the instrument sector alone increasing the value of its exports by over £10.5 million to £38.5 million. By the end of August overseas deliveries of ground flying trainers (covering in the main manufacturers of flight simulators) at £9,220,000 were close to the total for the whole of 1977 (£10,219,000). Exports of £88,573,000 in August compared with £79,209,000 in that month last year.

Orders and options have now been placed for nearly 50 of these long-range TriStars which are the natural successors to the DC-8 and 707 airliners now in service. Sales of all versions of the TriStar, including options, now amount to 247 aircraft.

The BWIA decision is another success for the RB211 engine, which is Britain's largest aviation export programme. Export deliveries to date are worth £550 million. These cover deliveries to power Boeing 747 airliners as well as TriStars.

The BWIA decision follows a number of key orders this year for the RB211. These include the decision by Pan American World Airways and Delta Air Lines to buy long-range TriStars and the British Airways and Eastern Air Lines orders for Boeing 757 airliners with the new RB211-535 engine.

and a £16m order for RR

Rolls-Royce announced on 18 October that the RB211-524B engines will power the two Lookheed TriStar 500 airliners ordered by British West Indian Airways. The airline has also placed options for two further TriStar 500 aircraft powered by Rolls-Royce RB211-524B engines. The order is worth more than £16 million to Rolls-Royce. BWIA is the fifth airline to order the long-range TriStar 500, which made its first flight last week.

Tripartite co-operation growing – Huckfield

The government's Industrial Strategy is laying the foundations for Britain's industrial renaissance, said Les Huckfield, Parliamentary Under-Secretary of State for Industry on 20 October.

Speaking at the TUC Industrial Strategy seminar in Flint, Mr Huckfield said that in nearly three years of the Industrial Strategy, we had seen the growing co-operation of management, unions and government, and the critics now believed that the work that was being done through the 40 sector working parties (SWPs) and the National Economic Development Council offered a worthwhile way to reverse Britain's industrial decline.

Mr Huckfield said he was glad that north Wales was beginning to get the substantial development it needed after some very difficult years. The rate of industrial investment in Wales in the last two years was much higher than the national average. Applications for selective financial assistance to back new projects or expand existing undertakings in Wales showed a marked upward trend. The number of applications in the first half of this year were almost double the number received in 1977, while associated employment was over three times more than that for the same period last year.

Large multinational companies in particular had been making news with their investment programmes.

Moneylenders Acts

Information on the Moneylenders Acts 1900 to 1927 and the Protection of Depositors Act 1963, previously published on the Home news pages, has been transferred to the Statistics section (page 200).

New accounting standard on deferred taxation

A new accounting standard on deferred taxation is likely to alter significantly the basis for calculating the corporation tax charge and the earnings per share in the accounts of many listed companies in the UK and Ireland.

The standard, published by the Accounting Standards Committee on 15 October, comes into effect for accounting periods beginning on or after 1 January 1979.

The committee believes it is no longer appropriate to take the statutory rate of corporation tax (52 per cent in the UK) as the rate at which all companies pay tax on their profits. In theory, investment incentives, such as the 100 per cent first year allowance on the purchase of plant, and stock relief merely defer payment of tax. But, for many companies, these continuous allowances and incentives permanently reduce the effective rate of tax below the statutory rate.

Under the new standard, deferred tax is not to be accounted for when these allowances and incentives can be demonstrated with reasonable probability to continue in the future. But companies will have to disclose the potential amount of deferred tax in the notes to the accounts, including the amount no longer required to be included in the corporation tax charge under the new standard.

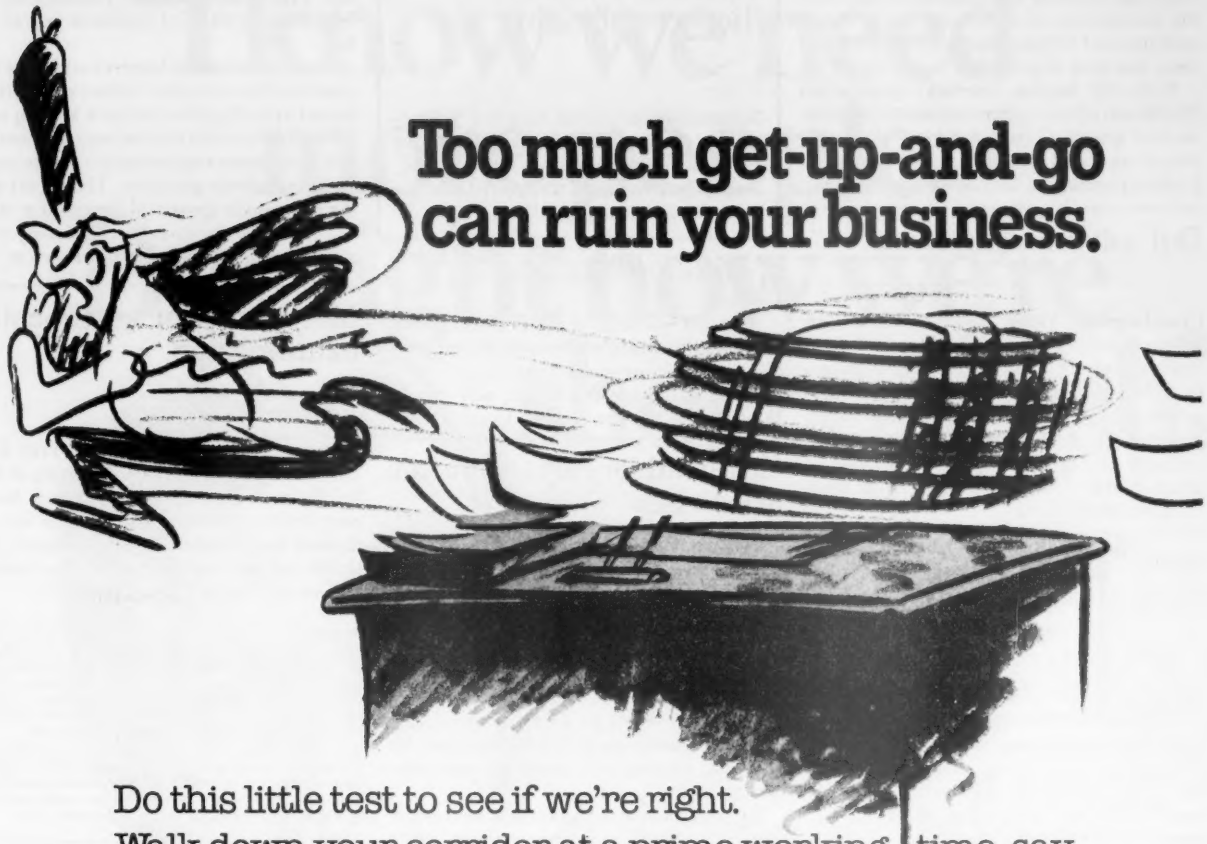
The new standard introduces the need to exercise judgement as to the future but, as a result, financial statements will be more in accordance with the realities of the tax levied on company profits in the UK and Ireland.

Copies of the standard are available from the Publications Department, PO Box 433, Chartered Accountants' Hall, Moorgate Place, London EC2P 2BJ, price 50p.

Girobank business increases

National Girobank, 10 years old on 18 October, has achieved a significant further growth of business. Customer balances have risen to £300 million, there are now 620 000 accounts, and the annual rate of corporate deposits has reached £11,000 million.

There has been an increase in the use of the rent collection service with tenants now paying more than 40 million rents to some 150 local authorities.



Too much get-up-and-go can ruin your business.

Do this little test to see if we're right.

Walk down your corridor at a prime working time, say eleven in the morning or four in the afternoon.

See how many people are in their offices. You may be surprised how many are not.

No, they're probably not malingering.

When you ask, many of them will tell you that they were in the building, but in someone else's office.

Others will tell you they were driving to a client, or checking a consignment had arrived.

Ask yourself, is that the best way to use their talents?

Ask yourself, could they be using their time more efficiently?

Ask yourself, could telecommunications help them do more of their work from their desks and probably save you money into the bargain?

And if you answer the last two questions with a 'yes', jog their memories with a memo telling them it makes sense to make more use of the phone. Then you'll go places.

We're here to help you.

that during its tenth year of operation Girobank extended the range of services with the introduction of deposit accounts, budget accounts and bridging loans, and existing services had been improved.

With its branch network – more than 20 000 post offices – open convenient hours on six days a week, Girobank is particularly well placed to expand personal account banking to a wider population, said Mr Wainwright.

DoI advance factories

Cramlington: Work has started on an advanced factory about 1350 m² on the Nelson industrial estate, Cramlington, Northumberland. The premises should be ready for occupation in May 1979. Inquiries on purchase or lease: Regional Director, Department of Industry, Northern Region, Stanegate House, Groat Market, Newcastle upon Tyne NE1 1YN, tel. 0632 24722.

Small firms' needs recognised in Midlands

Marketing begins this month of the first phases of West Midlands County Council's 27 000 m² industrial developments. Catering for small companies seeking nursery workshop units to rent in the county, the projects will provide a range of new and refurbished premises, none larger than 490 m² and the smallest 55 m².

Over the next few months, the council will be completing six separate developments, five sites being refurbishments in the Birmingham inner city partnership programme, the sixth site providing an industrial estate of new units on 1.6 hectares of former derelict land at Lye, Dudley.

An acute shortage of small nursery workshops was identified by the council's industrial locations' information service.

Lettings of the first phase will provide 11 600 m² in Deritend and at Lye.

Patents recorded 'licences of right'

Information on patents recorded 'licences of right' under section 46 of the Patents Act 1977, previously appearing in the Home news pages, has been transferred to the Statistics section (page 201).

Go ahead for Royal Doulton price rises

Price increases sought by Royal Doulton Tableware may now be implemented in full following a Price Commission investigation.

Roy Hattersley, Secretary of State for Prices and Consumer Protection, has received the commission's report on its investigation into prices increases proposed by the company for china and earthenware tableware and ornamental items.

The commission recommends no restrictions on the weighted average increases of 9.3 per cent sought by the company, which has already been permitted to implement 7.3 per cent of the increase under the safeguard regulations.

The commission notes that the company has a strong and competitive marketing policy and has been successful in maintaining and increasing its share of profitable export markets.

The commission is however critical of some aspects of the company's efficiency and is concerned at the high level of stock holding which has contributed to a current negative cash flow, and makes some suggestions for improvements in its operations generally. The report notes the company's 'good and progressive labour relations' and its courage in pressing ahead with reorganisation and rationalisation.

More time for toothpaste examination

More time has been given to the Price Commission by Roy Hattersley, Secretary of State for Prices and Consumer Protection, for the completion of the examination into the production and distribution of toothpaste. Particulars of the variation, which was made on 19 October, are as follows:

Whereas the Secretary of State for Prices and Consumer Protection on 4 May 1978 pursuant to Section 10(1) of the Price Commission Act 1977 gave a direction to the Price Commission requiring them to examine and, before 1 November, 1978, to make a report to him on certain questions relating to the production and distribution of toothpaste presented in paste form for use with a brush in the cleaning of natural teeth:
Now the Secretary of State, pursuant to Section 10(3) of that Act and after consulting the Price Commission and the Director General of Fair Trading, hereby varies the said direction so as to require the Commission to make the said report before 21 November 1978, instead of before 1 November 1978.

Merger proposal cleared

Secretary of State for Prices and Consumer Protection Roy Hattersley has decided, on the information at present before him, not to refer the proposed merger between Legal and General Assurance Society Ltd and Glanfield Securities Ltd to the Monopolies and Mergers Commission under the provision of the Fair Trading Act 1973.

First Govan launch of Polish order

Govan Shipbuilders launched the first of the 13 ships being built at the yards for the Polish Steamship Company on 19 October. The 4400 tons bulk carrier was named the *Boleslawiec* after a town in south-west Poland.

British Shipbuilders chief executive, Michael Casey, said that the Polish order had provided continuity of employment in many yards. It had also provided much needed work for the UK marine equipment and steel industry to the value of about £50 million. This represented a considerable number of jobs throughout the UK. 'We are fighting for survival,' said Mr Casey. 'Our marketing teams are scouring the world for new orders. We are getting wholehearted co-operation from all engaged in the industry. The launch, dead on schedule, demonstrated that commitment to the world from the employees of Govan Shipbuilders.'

Government sales

8 and 9 November 1978 – Miscellaneous

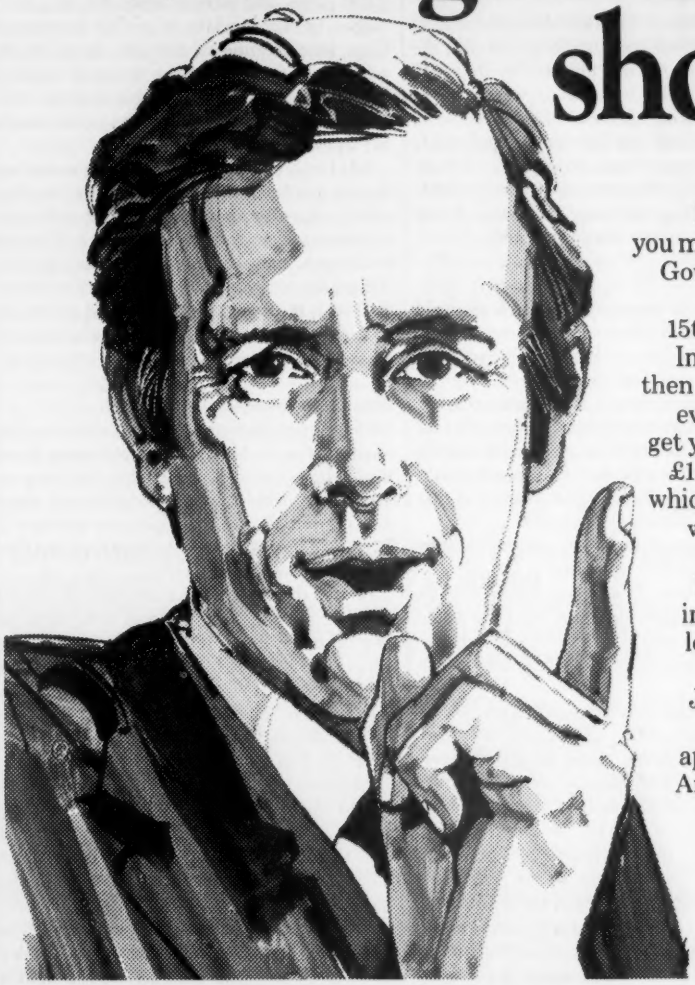
Location:
Embassy Suite, Balkerne Lane, Colchester, Essex

Auctioneers:
Fenn Wright Garrod Turner (Dept L), 146 High Street, Colchester (0206 46161)

Stores lying at Colchester and depots in Kent and East Anglia including a large amount of clothing, textiles, tentage, machine and hand tools, wireless and electrical equipment, generators, MT spares, bicycles, Mini saloons, ambulances, trucks, tractors, vans, cranes and other items.

Catalogues, which give details of the lots, conditions of sale, viewing times etc, are available from the auctioneers from two weeks before and up to the day of the sale, price 40p, postage 15p.

'I know we need more people. But right now we're short of cash.'



If yours is a private manufacturing firm then you may be entitled to financial help from the Government.

If you employed under 200 people on 15th March 1978 in an Assisted Area, or one of the Inner City Areas within London and Birmingham, then under the Small Firms Employment Subsidy every extra full-time person you take on could get you £20 a week and certain part-time workers £10 a week. You could get this for up to 26 weeks, which should see you over their initial period while they gain experience.

The map shows the approximate locations of the Assisted Areas. Send in the coupon for the explanatory leaflet on the Small Firms Employmemt Subsidy, or phone Jack Bellis on 01-214 6446.

This scheme is open for application until 31st March, 1979. And the sooner you apply, the better.

Small Firms Employment Subsidy

T1 226.10

Please send me details of the Small Firms Employment Subsidy Scheme, and the areas in which it applies.

Post to: Jack Bellis, Small Firms Employment Subsidy, P.O. Box 702, London SW20 8SZ, or telephone him on 01-214 6446.

Name _____

Company _____

Address _____

_____

Department of Employment DE

Improved economy result of monetary and pay policies – Healey

Sustained improvement in Britain's economic performance over 12 months was due above all to the fall in the rate of inflation, said Chancellor of the Exchequer Denis Healey on 19 October. Speaking at the Lord Mayor's banquet for bankers and merchants of the City of London, he pointed out that this in turn had resulted from the fact that the government had combined firm fiscal and monetary policies with an effective policy for pay.

'We now know that over the pay round as a whole the nation's earnings increased by some 14 per cent. It is easy to say with hindsight now that inflation is running at under 8 per cent that a 14 per cent increase in earnings is too high, even allowing for the fact that it includes the effect of productivity deals. But we started the last pay round with an inflation rate of about 18 per cent. If the government had not offered the right lead at that time and if the overwhelming majority of working people had not responded to its lead, 18 per cent could have become the going rate for pay settlements last autumn and the overall increase in earnings would have been significantly higher.'

Mr Healey explained that the success of the government's pay policy in the last round had contributed to the general strength of financial confidence, both at home and abroad, which had reduced inflationary expectations and given stability to the exchange rate. This in turn had contributed towards keeping down the price of industry's materials and fuels.

Progress

Reviewing progress during the last 12 months, the chancellor said Britain's gross domestic product had grown at an annual rate of about 3 to 4 per cent over the first half of this year. Gdp was now significantly above the level of the first half of 1973 and over 8 per cent above the level of 1975. Within this welcome growth in gdp, industrial production had risen 5 per cent in the last year and 12½ per cent from its trough in 1975. 'I believe the European commission is right in estimating that over the year as a whole we shall have the second highest growth rate in the community – higher than France or Germany.'

Mr Healey explained that the main stimulus to this rate of economic growth had been an increase in consumer spending generated by much higher real incomes after tax. And, he said, the increase in consumer demand was being re-inforced by a substantial increase in both exports and industrial investment.

Exports had increased in volume by over 8 per cent last year, he said, and Britain's share of world trade also went up. Over the first nine months of this year exports were already 3 per cent higher than the average in 1977, and the most recent survey evidence on export prospects was encouraging.

Investment by private industry had also been recovering strongly from the recession of 1974-75. Private sector non-housing investment as a whole increased by 7½ per cent in volume terms last year. Investment by manufacturing industry had been rising faster – by 13 per cent in 1977, excluding steel.

Mr Healey said that evidence so far available suggested that this may be the first cyclical upturn since the second world war in which the volume of Britain's manufactured imports was not racing far ahead of the volume of exports. A recent study by the Department of Trade had showed that while the overall volume of exports increased by 50 per cent between 1970 and 1977, the volume of imports was only 30 per cent higher – 'despite the profligate years from 1972 to 1974 when our import volume rocketed far above the increase in our exports'.

Last year Britain had a surplus of some £250 million on current account compared with the deficit of £500 million forecast in the 1977 budget. Yet invisible earnings were a good deal lower during the year than forecast at budget time and the balance of payments derived less benefit from North Sea oil than expected. The performance of Britain's visible trade – excluding oil – last year was a full £1,200 million better than predicted.

Prospects

On the prospects for next year, Mr Healey said that after several years of virtual stagnation there were signs that productivity had recently been rising quite fast again, fuelled by the renewed growth of output as was normal in the cyclical upturn. Productivity agreements under the pay policy had also helped. From now on the ability of the economy to expand would depend to an important degree on whether this revival in productivity continued.

'Higher productivity is not only the key to improved competitiveness and a satisfactory trade performance. It also has a vital role to play in holding back inflation. And the prospects for growth and jobs in 1979 will stand or fall on our success in the struggle against inflation.'

Mr Healey said that because higher prices reduced Britain's ability to compete, inflation meant falling exports, rising imports, lower output and fewer jobs. Some people used to see depreciation as an easy way of restoring price competitiveness, he went on. 'But hard experience confirms the findings of economic research – that the price increases generated by a fall in the exchange rate are tending to feed through a good deal faster into rising labour costs than they used to. Depreciation can no longer be treated as a soft option.'

He also explained that higher inflation reduced the readiness of businessmen to invest – especially on their more marginal projects. By the same token the dramatic increase in Britain's private manufacturing investment over the last 18 months – an increase particularly marked compared with what had been happening in some other countries – must be seen in part as a response to the dramatic fall in the inflation rate.

The annual rate of inflation had been running in single figures for nine months now, the chancellor said. It had been around 8 per cent since April and should continue around that rate well into 1979. But 8 per cent inflation was still too high. Although it was now somewhat below the average level for all the industrial countries – lower than that in France and the United States – it was significantly higher than the more successful of them like Germany and Japan. And the increase in unit labour costs had been faster than in any major country except Italy. Britain could not count on the past year's favourable movement in import costs continuing indefinitely, particularly if world recovery picked up.

The government was therefore determined to keep the economy on the path of monetary stability. The essential instruments of monetary control were the appropriate stances on fiscal policy and interest rates, he said, but it might be appropriate to make innovations from time to time in the way in which the authorities operated in the financial markets. But it would still be impossible to avoid some random short-term fluctuations in the monetary aggregates.

Mr Healey emphasised that the government was no less determined to control the growth of public expenditure so that its fiscal policy was consistent with its monetary stance. The new techniques adopted, particularly cash limits in the public sector, the new system of consultation with the local authorities, and strict control of the contingency reserve would be maintained and refined in the light of experience.

European monetary stability

Mr Healey explained that it was with this firm commitment to keep inflation moving down that Britain was approaching the final stage of discussions in the European community about the creation of a zone of monetary stability in Europe. The government's objectives in these discussions were firmly set.

First, if the new system was in fact to achieve greater currency stability it had to be durable. 'We do not want to repeat the history of the snake. The snake is still performing a valuable role for Germany and the smaller countries most closely related to her economy. But France, Britain and Italy were compelled to leave it – France on two occasions – in circumstances which were very damaging to currency stability. A durable system must therefore differ in a number of important respects from the existing snake if it is to include the major European countries now outside the snake for any length of time.' Britain's view was widely accepted at the last meeting of the community's finance ministers, Mr Healey said. There was also wide agreement that a durable system had to have substantial credits at its disposal at the start if it was to carry credibility with the markets.

The chancellor said there were still important questions on which the members of the community had yet to reach agreement – on the transfer of resources, on the degree of symmetry required in the obligations falling on weak and strong if the system was to encourage higher growth rather than to constrain it. But there was agreement that any move towards European currency stability would require greater compatibility of economic performance and closer co-ordination of policy if it was to survive without realignments of exchange rates so frequent as to frustrate its purpose. Without this, intervention even on a massive scale would not prevent the system from breaking down under the market pressure.

Investing in Britain

This week's review of investment in the UK by British and overseas firms covers companies from the United States, Scandinavia, Holland, and West Germany. On the home front, meanwhile, we look at investment by British companies in England and Scotland.
News for inclusion in this feature should be addressed to: The Editor (Investing in Britain), Trade and Industry, Room 439, 1 Victoria Street, London SW1H 0ET.
Advertisers who wish to be associated with the feature should contact Terry Day on 01-242 9478 (or, in the north, Alan Loftus on 061-766 2191).

Lundby expands at Blackpool

Lundby of Sweden started assembling dolls houses in 1974 at Poulton-le-Fylde, in the north-west of England, and employed eight people. So successful was the infant company that by November 1976 it had opened a factory in nearby Blackpool.

Today Lundby Playtoys makes and assembles all the dolls houses for the Lundby group – a total of a quarter of a million a year – and exports them all over the world. Turnover is now over £1 million and the Blackpool factory employs 52 workers.

The floor area of the Blackpool factory is 35 000 sq ft and part of it is used for warehousing and distribution. Britain as a manufacturing base offers many advantages, in managing director Colin Miller's opinion. Building costs compare very favourably with those in Sweden and Germany, for example, he says, and Britain provides a wealth of raw materials suppliers plus cheap and easy distribution facilities.

Government aid for US subsidiary

Neptune Glenfield Ltd of Kilmarnock, a hydraulic engineering and equipment company, is to receive government aid to invest in new plant and equipment and to develop new products. This was revealed by Gregor Mackenzie, Minister of State at the Scottish Office with responsibility for industry, when he visited the plant recently. Government support will supplement a large investment by Neptune Glenfield for modernisation of the plant to enable the company to expand its product range and maximise its efficiency.

Neptune Glenfield Ltd is a wholly owned subsidiary of the Neptune International Corporation of Atlanta, Georgia, one of the world's largest suppliers of water pollution control equipment and industrial measurement products.

Over a decade of investment

INA Bearing Co Ltd of Llanelli in south Wales, which is owned by the German firm Industriewerkschaeffler of Nuremberg, has just bought land in the Midlands on which to build a new warehouse and moved its sales office to Birmingham. The company has been reinvesting all profits in the business and, on average, a quarter of a million pounds has been spent on new machine tools every year for a decade.

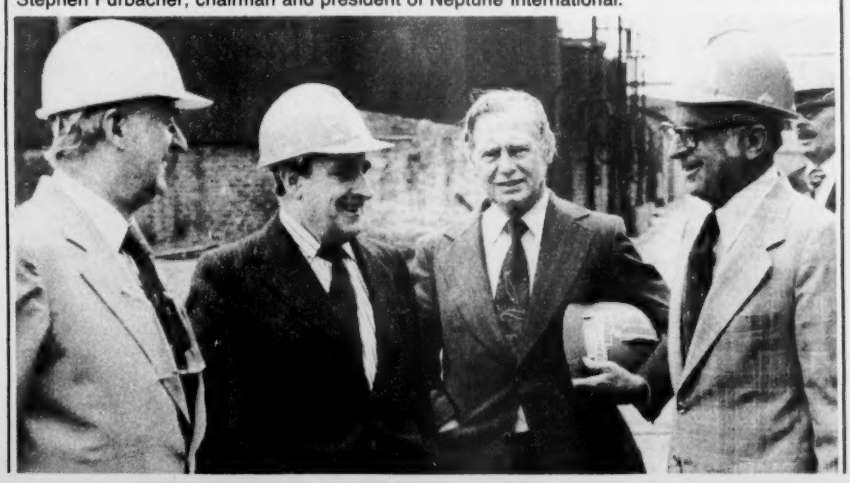
INA Bearings, which produces bearings for the automotive, textile, mechanical handling and agricultural machinery industries, moved to Bynea in 1966 but was originally established at Dafen, south Wales, 10 years earlier.

Tiger Plastics invests £250 000

Blackpool-based Tiger Plastics, the UK branch of Tiger Plastics of Geldrop in the Netherlands, has acquired a 2-acre building site at nearby Lytham St Annes where a new 20 000 sq ft warehouse and office complex is now under construction.

The new development, costing £250,000, will provide 20 extra jobs, and is expected to be ready for occupation in nine months time. 'By then,' says, managing director Mr J. Staals, 'we should know whether to go ahead with manufacturing on our Lytham St Annes development.' He believes that, unless anything unforeseen happens, a UK manufacturing capacity is the company's next logical step.

Pictured during the minister's recent visit to Neptune Glenfield, from left to right, Frank Rendall, managing director, Gregor Mackenzie, Minister of State for Scotland, Willie Ross, MP, and Stephen Furbacher, chairman and president of Neptune International.



Steady expansion for Danline

Danline Brushes Ltd of Llanrwst is a joint venture company in north Wales, which is 50 per cent British-owned. The other half of the company is owned by Borstefabriken Dan of Denmark. The company makes brushes for industry, for sweeping roads and runways, and manufactures a range of sweeping machines which are currently being exported to many parts of the world.

Danline started in 1964 in Birmingham and moved in December 1966, with six people, to north Wales. Since then the factory has been expanded from 15 000 sq ft to 40 000 sq ft and the number of employees is around the 100 mark.

'We are continuing to invest in new machinery,' says Mr R. C. Woodward, one of the company's directors, 'and we have further plans for expanding in Colwyn Bay.'

Ferrymasters invests in new haulage equipment

Ferrymasters of Altringham, Cheshire, part of P&O European transport services, is spending £3.1 million this year on new tractors and trailers, bringing Ferrymasters' investment in its haulage fleet to more than £8 million over a period of two years. Total capital employed now amounts to more than £15 million.

With a current fleet of 2700 trailers and 370 tractors, Ferrymasters is taking delivery this year of 260 new trailers and 107 new tractors. The scale of investment has increased substantially during recent years, as Ferrymasters' operations have been expanded. Chairman Mr E. Percival says that experience has continued to prove that shippers support a strong and properly costed international haulage service, and points out that this year the company intends to consolidate its position after a highly active period of expansion.

RHP expands at Newark

A new £500,000 heat treatment shop which triples production capacity for the hardening of bearing rings has now been commissioned at the Newark factory of RHP's general bearings division.

This is another step in the development of the buildings on the RHP Newark site to improve the work-flow and the working conditions in all the workshops. Capacity has recently been increased at Newark for the production of roller bearings in the size range

up to 120 mm outside diameter. The new heat treatment shop is equipped with a new continuous cast link furnace with fully automatic hardening and tempering capability and includes some of the most modern control equipment. Special attention has been paid to working conditions and efficient use of energy.

British Caledonian constructs engine overhaul plant

Construction of a £10 million engine overhaul and test plant for the Caledonian Airways group began recently on land close to Prestwick airport.

The Prestwick plant will, by the mid-1980s, provide jobs for up to 250 people, almost all of whom will be recruited locally. First engines should be accepted for overhaul early in 1980. A new subsidiary, Caledonian Airmotive Ltd, has been formed by Caledonian Airways to operate the plant, which the company claims will be the only one of its kind in Britain and the most modern in Europe.

Caledonian Airmotive will overhaul and test all variants of the General Electric CF6 advanced technology turbofan engine, which is one of the new generation of quieter jet engines.

The Prestwick plant is expected to attract overhaul contracts from several international airlines in addition to its work for British Caledonian. Good port, road and rail facilities are close to the site and British Caledonian's regular 'TexaCargo' freighter service from Houston to Prestwick provides a ready-made supply line for components to be shipped to or from the United States.

Factory extension for MR Services

Work has started on a factory and office project at the Narborough head office of Marston Radiator Services, a subsidiary company of IMI Ltd.

The new 745 m², £150,000 extension, scheduled for completion in January next year, will consist of a single-storey production unit, together with ancillary office accommodation. There will be a modern workshop area to house the industrial sales and service division, which will release extra space in the existing factory and enable Marston Radiator Services to streamline and increase its radiator core production capacity.

TI to up production by 40 per cent

TI Cheswick Silencers Ltd, which produces car and commercial vehicle silencer systems for the original equipment market, has announced a £150,000 expansion scheme for its Risley, Warrington, plant which specialises in the manufacture of silencers and large diameter pipework for trucks and 'off-road' applications.

The new investment plan, already underway and due for completion in mid-1979, will increase production capacity by up to 40 per cent so that output of truck silencers will exceed 6000 per week when the new plant is fully operational.

Commenting on the plan, director and general manager John Young, said that the rise in production capacity would enable the company to meet forecast increases in domestic demand for truck silencers. Major items of production plant that feature in the expansion scheme include silencer casemaking equipment, spotwelders and horizontal presses. The Risley plant will also be re-laid to improve work flow and output.

Pitney Bowes aims for European markets

Following the launch of its £1 million company in January this year, Pitney Bowes Marking Systems has invested a further £60,000 in capital equipment for its production facility at Harlow, Essex.

The new equipment consists of a Webtron 650 flexographic press, an additional slitter-rewinder and a string tags machine. The investment is seen by the company as another step in its progress towards taking a major slice of price-marking business in Europe within the next two years.

Leading the government's continuing activity to encourage and facilitate investment from overseas is the Department of Industry's Invest in Britain Bureau, which deals with all aspects of bringing new manufacturing investment into the UK. Further information about the work of IBB is available from 01-211 5762.

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WEMBLEY AUCTION SALES 1978

7 November

View Days:	Day preceding and morning of sale
Location:	Department of the Environment Property Services Agency Supplies Stores India Pavilion Exhibition Grounds Wembley, Middx. Tel. 01-903 2508
Description of Goods:	Miscellaneous office equipment and furniture etc. (Potential buyers are advised to refer to the official catalogue available from the auctioneers, price 20p.)
Auctioneers:	Messrs Hollingsworth Westcombe House 56/58 Whitcomb Street Leicester Square London WC2H 7DR Tel. 01-839 1875

New publications

Guidance on industrial development

Industrial development in the UK has become increasingly important since the second world war, acquiring even greater urgency in view of recent economic difficulties. Cambridge Information and Research Services Ltd has produced the single-volume 'Industrial development guide', now in its third edition.

The bulk of the guide is arranged alphabetically by county. Within each county section there is a short note on the regional development status of the area which shows the extent of industrial development certificate control. There is general background on events likely to influence industrial development within the region, plus an explanation of industrial policy and the level of local incentives. Next comes a list of premises, with details of size, annual rent and agent/contact.

Complete with a map, each county section provides the reader with a concise information package, enabling one region to be compared with another.

Also included is a useful glossary of development agencies, a directory of development agencies and contacts, a list of principal addresses, and a table of conversion factors. The questionnaire used to compile the work is reproduced at the back. All told – a well-produced and comprehensive reference tool.

Readers are also reminded of the various services available from the divisions of the Department of Industry: the industrial development unit provides information on national selective financial assistance; regional support and inward investment division offers information on regional selective assistance; and, regional policy and development grants division can provide advice on matters relating to regional development grants. The divisions are based at the Department of Industry, Millbank Tower, Millbank, London SW1P 4QU.

Industrial development guide 1978-79, 3rd edition. Cambridge Information and Research Services Ltd, 8 Market Passage, Cambridge CB2 3PF. 1978. 256 pages; paperback £10.00 (cash with order) (ISBN 0 90533205 9).

Running the firm

Much discussion, both in this country and overseas, has revolved around the way companies are run. For this reason, a recent study of the duties and responsibilities of directors, with specific reference to the tasks of the non-executive director and the audit committee, should prove of wide interest.

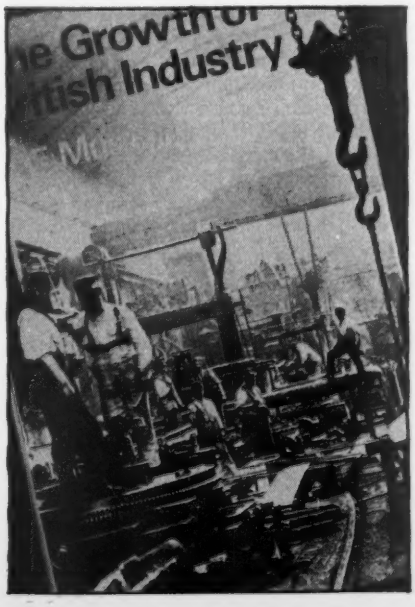
Commissioned by a well-known firm of accountants which requested an independent survey before giving approval to clients for the formation of audit committees, the report presents much detailed research gathered from a wide range of published sources and from a series of discussions with chairmen and directors in Britain and the United States. Although produced primarily to provide board members with challenging background information, to stimulate a fresh approach on how the organisation should be run, people concerned with policy formulation may also find it of some value. For the general reader interested in company procedures, it should also prove to be an intelligible commentary, not least for its clear definitions of terminology.

The work contains some useful appendices, including a full reprint of the white paper 'The conduct of company directors' (Cmnd 7037), guidelines for audit committees, and a substantial bibliography which covers professional reports and relevant government publications.

The independent director: a study of the non-executive director and of the audit committee, by R. I. Tricker. Tolley Publishing Co Ltd, 1978. vi, 104 pages; paperback £4.50 (ISBN 0 51049378 5).

Industrialisation to 1939

Few would deny that Britain's industrial growth and prosperity depends to a large extent on industrial and technological skills. But, until the appearance of A. E. Musson's 'The growth of British industry', there have been few, single-volume comprehensive histories of British industry in its broader economic aspects.



Professor Musson not only studies technological change, he also covers related economic factors – such as industrial structure, business organisation, entrepreneurial innovation, capital investment and markets. His book includes detailed accounts of all manufacturing and extractive industries, with the exception of agriculture, trade and transport.

The survey – invaluable for students of economic and social history, and of considerable interest to industrialists and technologists – begins with the so-called 'pre-industrial' era of the sixteenth and seventeenth centuries. The author goes on to describe the industrial revolution period from 1700 to 1850, outlining the causes and characteristics of industrialisation, through to a period of mass production and mass consumption, and finally to a period of decline and growth in the inter-war years. Convinced that the economy entered a new phase in the post-1939 period, he rests his study at this point.

The growth of British industry, by A. E. Musson. Batsford, 1978. 396 pages. £14.50 (ISBN 0 71341242 9).

Finding facts offshore

Anyone interested in the offshore industry, who has suffered the frustration of knowing that a required piece of information is there for the asking if one only knew who to ask and where, would surely welcome Richard Ardern's recent review of the subject. Other guides in this field exist but few can claim to cover the subjects so extensively.

Including both documentary and organisational sources of information, Mr Ardern has arranged the material – primarily from the British Isles and Norway – by type of publication, subject, and organisation. Author and geographical indexes provide useful alternative signposts to information. The author (librarian of the Highlands and Islands Development Board) adopts a practical approach throughout, with useful suggestions on how to obtain the information once its source has been located. He provides an extensive list of addresses of information organisations both in this country and overseas.

In one handy volume Mr Ardern has gathered together a considerable amount of data that is otherwise scattered throughout a large number of publications. A detailed guide, authoritative and easy to use, it should prove valuable to anyone who is looking for current information on this vital topic.

Offshore oil and gas: a guide to sources of information, by Richard Ardern. CPI Information Reviews no. 2. Capital Planning Information, 12 Castle Street, Edinburgh EH2 3AT. 1978. 69 pages; paperback £6.25 (ISBN 0 90601 101 9).

Selection of publications for review on this page does not necessarily reflect the views of the government, nor do the opinions expressed. Inquiries about this page and submissions for review should be sent to *Trade and Industry*, New Publications Page, Room LG 17A, 1 Victoria Street, London SW1H 0ET, tel. 01-215 4136.

Technology news

Computerised directory inquiries go on trial

A new system for directory inquiries using a computer, which will free operators from thumbing through telephone books, is to be tried out in Leatherhead and Leeds by Post Office Telecommunications. Under the trial system, supplied by International Computers Ltd, directory entries are stored in a computer instead of printed in books. The wanted numbers are displayed on a television-type screen after the operator has keyed in information on a typewriter-style keyboard.

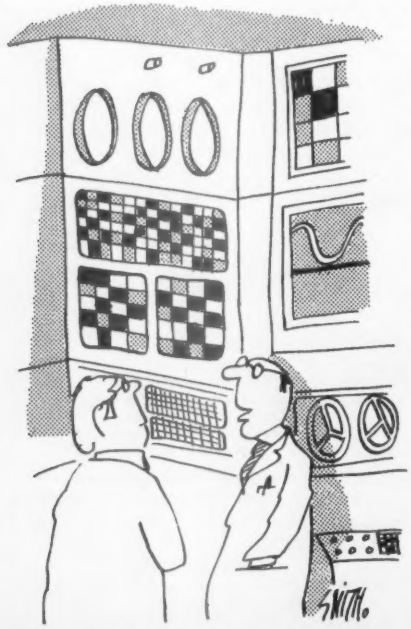
Every weekday, 8000 telephonists and supervisors at 260 centres throughout the country handle more than a million requests for phone numbers. To provide this service, operators at present use special directory records listing the numbers of the country's 15 million telephone customers. Each operator sits at a desk provided with a set of these books – more than 60 volumes in all – and can quickly pull out the right book for the number required. An experienced operator can find any number in the UK within 53 seconds on average.

The records are now reaching a size where it becomes impossible to house a complete set of books within easy reach of each directory inquiry operator. And as the telephone system continues to grow, the situation will get worse. So in exchanges at Leatherhead and Leeds, the Post Office is to try out a computer system for handling directory inquiries. It is expected to be quicker and easier to use than books, and should be of particular help to operators in tracing numbers which are difficult to find in books.

Each operator will use a visual display unit, linked to the computer. The operator will key in abbreviated details of the information given by the caller – usually the town, name and address of the customer whose number is wanted – and the computer will respond by displaying the required number on the screen.

In the trial, operators will have access through their display units to about half the national total of 15 million directory entries. This will enable the operators at each centre to answer between 80 and 85 per cent of inquiries which they receive using the computer system. They will deal with the remainder by looking them up in books.

The trial itself will start in November and will last about three months. The information it gives will provide a basis for decisions about the future shape of the directory inquiry service throughout the UK. If the Post Office decides to go ahead with a national computer scheme, it could be in operation by the mid-1980s.



'Our computerised directory has listed itself as ex-directory.'

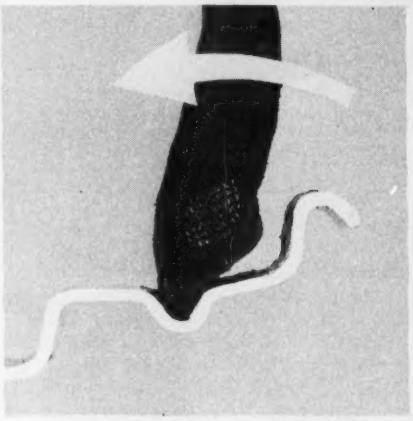
Denloc ensures safe tyre blowouts

A major advance in car tyre and wheel safety is claimed by Dunlop with the Denloc concept which ensures that a tyre remains locked on the wheel following a blowout or puncture. It has the additional advantage of limited runflat capability.

The essential feature of the Denloc development is a small groove made in the wheel rim which accepts an enlarged and re-inforced 'toe' on the tyre bead. The simplicity of design means that it can be applied to car tyres of any design or construction, an important advantage to vehicle manufacturers.

The concept eliminates the potentially dangerous situation which can arise when a puncture or blowout causes a standard tyre to deflate. If the driver steers or brakes sharply following a deflation with standard tyres, it is quite probable that the tyre beads will be dislodged from the wheel rim. In this condition the tyre is incapable of producing the necessary controlling forces and, at worst, the wheel rim will dig into the road surface which at speed will almost certainly cause the vehicle to roll over. With Denloc, the tyre beads remain locked in place and even if the driver is forced to take avoiding action or to brake suddenly, the tyre is held in position and responds accordingly.

A further important safety benefit resulting from the development is that the action of locking the tyre beads provides even a standard tyre with a limited runflat capability. The ability to drive on even for just a few miles at low speed following a puncture, gives the motorist the opportunity to obtain assistance as well as eliminating the possibility of causing traffic congestion and accidents.



Bead rotation during cornering forces the Denloc toe into the groove. The harder the corner the tighter the lock – even on a flat tyre.

Rigorous attempts to dislodge the Denloc beads from the wheel rim, even with no pressure in the tyre, both on Dunlop test fleet vehicles and high-speed cornering force machines, have failed in repeated tests. Despite this, servicing and replacement of the tyre can be carried out using standard fitting and demounting techniques.

Dunlop is discussing marketing and licensing implications of this latest tyre and wheel development with the leading motor vehicle manufacturers and government bodies concerned with road safety legislation.

Positron annihilation detects metal fatigue

A promising new method of detecting fatigue in materials and components is beginning to emerge from a programme of research being supported by the Department of Industry's mechanical engineering and machine tool requirements board at Harwell's Nondestructive Testing Centre. Recent results from work carried out by scientists in the centre show that the technique of positron annihilation can detect mechanical damage in alloys, and indi-

Letters to the editor

Letters to the editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

cate the presence of defects which could ultimately cause metal fatigue.

Present non-destructive testing (NDT) methods, using eddy current or ultrasonic probes, are able to detect and monitor fatigue only when it has reached a fairly advanced stage. Positron annihilation, on the other hand, appears to be an NDT method capable of detecting fatigue damage much earlier in the life of the material. The work is still very much at the laboratory stage, but results are encouraging.

The small Harwell team is working in collaboration with Rolls-Royce Aero Division at Bristol. To date the fatigue work has concentrated on a titanium alloy which is used for turbine discs and other components in the aero-engine industry. Some preliminary results have been obtained which show that positron annihilation is able to detect the onset of fatigue damage. In time the research team hopes to apply the technique to different alloys and materials, in the laboratory and then to engineering components.

Positron annihilation is a nuclear technique which several research groups are applying successfully to basic studies of defects in materials. The Harwell work, however, is the only project in the UK where the technique is being explored specifically with non-destructive testing applications in mind.

In this NDT technique positrons, which are essentially electrons with positive charges, are emitted from a weak radioactive source and directed into the specimen. They are quickly annihilated by the electrons present in the material and characteristic low energy gamma rays are given off which carry information about the local environment in the material where the annihilation event takes place. By means of a gamma ray detector the energy spectrum of the gamma rays is measured. The detailed shape of this energy spectrum indicates when the annihilations are taking place in a region of the material which is defective. In this way damaged regions of material can be detected.

The Harwell team is hoping to establish relationships between the results of positron annihilation experiments and the level of fatigue damage. If this is successful then it would lead to a useful non-destructive monitor for this important form of materials failure. Before that stage is reached more careful research is needed and it will also be necessary to design equipment suited to practical applications.

World textile literature goes on-line

Shirley Institute's 'World textile abstracts' is now accessible for search via the Dialog system of the Lockheed Missiles and Space Corporation and already being used by many organisations in the United States, Europe and elsewhere. The cost of such a literature search comprises the cost of the telephone line in use (the 'telephone call to London' charge), a charge for the number of characters transmitted each way during a search (the 'transatlantic' charge), and a charge for the time each chosen data base is being searched. Thus, the search of a particular data base might cost about £1 per minute and occupy about 10 minutes' time on the terminal.

The Lockheed system collects sets of records on world literature – for example, on chemistry, physics, engineering, economics, individual technologies, or business – that have been specially recorded and indexed on magnetic tape. It enters and updates these records in a large computer-based information system in California and makes the total collection readily available for search by means of the world's telecommunications network. This means that in the UK a small terminal unit attached to the telephone system will enable a user to find literature relevant to any specified subject field within a few minutes.

Shirley Institute's terminal unit can be used by industrial firms for search purposes and the institute will be happy to assist them in making searches of the 'World textile abstracts' data base (recorded from January 1970 onwards) or any other available data base via the Dialog system on the basis of standard charges, or to advise on the use of this system.

Inquiries about the Dialog system and information searches should be made to Mr R. J. E. Cumberbirch or Dr K. C. Ellis of the Library and Information Department, Shirley Institute, Manchester M20 8RX, tel. 061-445 8141.

Wired for a better golf club

To help TI Accles and Pollock develop new shaft designs, strain gauges and accelerometers were fitted to a number of golf clubs. Hugh Lewis, resident professional golfer at the Belfry Golf Club in the Midlands, then used the clubs in the normal way so that the complex nature of the forces imposed on the shafts during swing, impact with the ball and follow-through could be measured and recorded. Maximum stress levels and bending moments induced in a shaft during a good hard swing and strike of the ball, for different parts of the golf shaft, were obtained. The data derived are then used in another computer programmed for the efficient design of new shafts, in terms of physical properties and metal distribution. By this means the proving of shafts and complete clubs is facilitated so that new designs can be introduced more quickly and more confidently to this critical and demanding market.

Study looks at future of small-batch production

Results of a £60,000 technical study into automated small-batch production have been published by the Department of Industry's National Engineering Laboratory. Although the UK has not yet advanced beyond the first stage of independent numerically controlled machine tools, it is believed that users will become increasingly interested in cells of such machines, with computer-controlled workpiece transport between them.

Funded by the Department of Industry's mechanical engineering and machine tool requirements board, the 13-month study examined UK and international activity in small batch production. Its relevance to UK needs in the next decade was considered and a skeleton for research and development leading to the evolution of advanced highly automated systems in the UK was drawn up.

A working party of specialists, directed by a committee of industrialists and representatives of government departments, each contributed a report on their particular area of competence. These are published as chapters on production facilities and economic analysis; social implications; machine tool design; monitoring, gauging and inspection; automatic handling; computer and communications organisation; control systems; and simulation.

A comprehensive and up-to-date bibliography accompanies the study, with some 800 entries on papers and articles. Copies of the 'Automated small-batch production' technical study and bibliography are available, price £98, from the Conference Section, National Engineering Laboratory, East Kilbride, Glasgow G75 0QU.

NEL to hold metrology conference

Nelex '78, the fourth metrology conference and exhibition at the Department of Industry's National Engineering Laboratory, will be held on 28 to 30 November. Nelex '78 will offer delegates in-depth information on some of the latest developments in measurement techniques. The conference, which will be addressed by acknowledged authorities, will be supported by a small exhibition of the latest metrology equipment.

The conference is intended to provide a forum at which the current state-of-the-art of metrology can be discussed and views and ideas exchanged. The latest techniques and equipment will be described and details will be provided of the extensive services and facilities available for industry at NEL. A small supporting exhibition will include commercially available equipment from leading manufacturers of metrology equipment as well as prototypes of new developments.

The fee for the conference is £85, or £35 per day, plus VAT. Details are available from Conference Organiser, National Engineering Laboratory, East Kilbride, Glasgow G75 0QU, tel. East Kilbride 20222, ext. 433.

New products

Adjustable plate laps to high accuracy

Precisionlap Ltd of Camberley has introduced an adjustable lapping plate which expedites the painstaking and lengthy sequence of correcting operations necessary to produce a flat surface to a high order of accuracy in high precision instruments.

The new device, developed by the Department of Industry's National Physical Laboratory, allows for corrections to the contour of the workface during lapping, resulting in considerable time-saving and very high quality of surface flatness.

Lapping consists of removing previous machining marks by bringing the work piece into contact with a flat plate or lap. The more closely the lap approaches a true plane the more accurate is the quality of the finish. However, in some circumstances a concave or convex form of surface of the lap may be essential to produce a flat surface to a high order of accuracy on the work piece. Also, as the lap wears with use, the contour of its surface has to be monitored continuously throughout the lapping operation if the standard of accuracy is to be maintained.

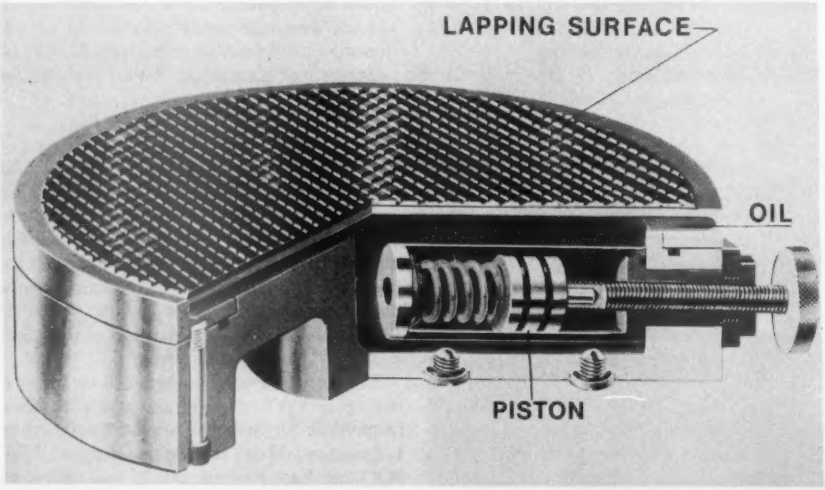
Adjustable

The adjustable lapping plate consists essentially of a hollow closed cylinder with one end-face of a thinner section than the walls and base. This thinner end-face forms the lapping surface. A piston unit, controlled by an external adjustable screw, is fitted in the cylinder which is filled with oil. Adjustment of the screw results in a change in the pressure within the unit. This, in turn, results in a controlled change of the concavity or convexity of the lapping face, and hence enables any corrections to the contour of the face to be easily made during the lapping operation.

A pressure gauge allows the pressure/deflection characteristic of the lapping face to be established over the working range, typically ±0.01 mm. A quality of surface flatness is achieved normally within the range 1.3×10^{-4} mm to 2.5×10^{-5} mm.

Further information: circle 208

Precisionlap's adjustable lapping plate.



Electric motor enclosure standard for harsh environments

A new standard category of protected enclosure for electric motors called 'Hi-Seal', for use in wet, dusty, corrosive or other harmful conditions, has been introduced by Newman Electric Motors Bristol, based on a stringent specification already established for a leading international chemical processing company.

Newman says the objective is to have available, on quick delivery, a stock motor which satisfies the toughest specification likely to be needed for harsh or semi-hazardous zone applications in oil refineries, chemical, rubber, plastics and other processing plants, mills, quarries, dairies, the woodworking, marine, food, paper and pulp industries, effluent treatment works etc.

The new motor will cost more than a conventional type N weatherproof, but considerably less that a fully flameproof motor. The company believes that the extra cost will be offset in most instances by customer savings in the time taken to draft and supervise individual specifications, in reduced delays on urgent replacements and, of course, on greater durability in service.

The range spans 0.37 kW to 170 kW in 2, 4, 6 and 8 pole speeds and all standard 50 Hz voltage ranges.

The 'all-embracing' specification follows closely the international type N enclosure (non-sparking) but is modified so as to be used in the worst conditions. One feature is a guaranteed low-noise characteristic: 85 dBA at 1 m which, says Newman, satisfies the requirements of most principal users in the petrochemical industry.

In addition to being certified for zone 2 remotely hazardous zones (group II gases with ignition temperatures above 200° C), Hi-Seal motors are stated to be fully weatherproof to IPW 55.

A high-grade epoxy-resin paint finish is also standard. This is designed to withstand severe atmospheric corrosion, direct acid or alkali attack or the effects of fuel, lubricating oils and petroleum mixtures. Larger sizes have bearings which are upgraded to the C3 OCMA (oil industry standard) for longer life under arduous conditions.

Further information: circle 209

ICI dye improves printing of polyester cellulose fabrics

'Procilene' PC liquid dyes, representing a major technological advance in the economic and reliable printing of high quality polyester/cellulose fabrics, have been launched by ICI. The dyes open up new opportunities in the rapidly expanding world market for printed polyester/cellulose fabrics which have high consumer appeal.

In addition to increasing the reliability and simplicity of the printing process for woven fabrics increasingly in demand for shirtings, women's wear, nightwear and sportswear, these new dyes make possible, for the first time, the printing of polyester/cellulose knit goods – an expanding area of leisurewear – and wide width fashion sheeting for bedding. Clear, bright colours highlighted by contrasting, clear, white grounds can be achieved, offering endless design opportunities. The fashion appeal of the fabric is supported by a high level of wash and wear acceptability and the fabric retains its soft handle, unlike pigment-printed fabrics.

The technical advance made by 'Procilene' PC dyes on currently available systems results from combining the unique properties of two ranges of ICI speciality dyes, 'Dispersol' PC dyes and 'Procion' T dyes, in one convenient and carefully balanced liquid dye. The new dyes are simple and reliable to use, technically robust and economically efficient. In an easily handled liquid form, the dye is applied by well-established textile printing techniques and presents no special ecological problems, as in solvent based systems.

A special feature of the new dyes is their ability to give consistent high colour yields even on fabrics which have not received a prior caustication treatment. This offers worthwhile cost savings for the printer by eliminating bottlenecks in fabric preparation and reducing energy and chemical usage. Even more dramatically, it makes possible the printing of non-causticised fabrics – traditionally knitwear and bed sheeting.

Further information: circle 210

European community news

Foreign ministers back commission stance on MTNs

EEC foreign ministers said at the 16 and 17 October council in Luxembourg that they regretted the decision taken by the United States' congress not to continue the waiver on countervailing duties, and to exclude textile products from the multilateral trade negotiations.

Associating itself with the commission's statement of 16 October (see next story), the council said it assumed that the United States would find a way of continuing negotiations on all topics, including textiles, and further assumed that the continued application of the waiver was guaranteed, even after 3 January 1979.

In spite of the serious decisions taken in congress the community was prepared to continue the talks so that negotiations could be concluded. Congress had to guarantee, however, that the waiver would be applied. Further discussion will take place at the 20 and 21 November council.

After noting the report given by commission vice-president Haferkamp on his visit to the People's Republic of China (see story, page 180), the council adopted the regulation on common rules for imports from China. The substance of this was approved by the council on 19 September.

The council stressed the importance it attached to the speedy conclusion of an agreement with Australia on the supply of uranium. Coreper (the permanent representatives committee) was asked to finalise the draft directives so they could be discussed at the November meeting.

Among other topics which the council discussed, and which will come up for further discussion at the 20 and 21 November council, were fisheries, relations with Japan, and relations with Yugoslavia.

The council also discussed a series of proposals relating to tax and tariff exemptions which apply to goods contained in travellers' personal luggage and to small consignments of goods. Coreper was asked to continue to seek a comprehensive solution.

Trade secretary Edmund Dell, Gerald Kaufman, Minister of State at the Department of Industry, and Frank Judd, Minister of State at the Foreign and Commonwealth Office, represented the UK.

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

Home news

Developments in company law 168
Improved economy result of monetary and pay policies – Healey 172

Overseas trade news

THE organises further electrical equipment conference 184

Exhibitions

Cologne: Spoga 186
Paris: Motorshow 186
Essen: Caravan fair 187

Country data

France 192, West Germany 192, Luxembourg 193

Statistics

Overseas travel and tourism 198
Registrations of British, community and foreign films 207

Trade negotiations in danger – commission

Unless the uncertainty over the imposition of countervailing duties by the United States administration from 3 January 1979 can be resolved, the Tokyo round of the multilateral trade negotiations (MTNs) cannot be concluded in November as hoped, the European commission said on 16 October.

Sir Roy Denman, director general for external affairs at the European commission, said at a press conference that the uncertainty had grave consequences for all the trading partners in the talks. But it would in no way affect the commission's commitment to reach a successful conclusion of the negotiations.

The commission regretted, Sir Roy said, that in spite of the vigorous efforts undertaken by the United States' administration, congress had recessed until January without extending the waiver on the application of countervailing duties. The commission was also concerned by the approval congress had given to legislative provisions excluding textiles from the tariff negotiations.

Sir Roy concluded that the commission assumed that although legislation could be ruled out before congress reconvenes in January this did not exclude the possibility of a solution by administrative means.

Commission to prepare steel anti-crisis plans for November council

Broad approval for the European commission to bring forward proposals extending the present anti-crisis plan for the steel sector for 1979 was given by foreign affairs ministers at the 16 to 17 October council. Specific proposals and draft decisions are to be prepared in time for the 20 and 21 November council.

The basic aim of the anti-crisis plan, implemented last December, is to ensure a transitional period during which the community's steel industry can be restructured and made competitive.

Among the main features under consideration for the 1979 plan are the extension of the present pricing arrangements for steel products, certificates of conformity to ensure price discipline together with production targets for 1979, and the submission of a study on the European Coal and Steel Community budget arrangements.

The council also agreed that the commission should have exploratory talks with third countries which supply steel to the community on extending or concluding bilateral arrangements.

Finance ministers agree investment loan scheme: initial 1000m Eua

Finance ministers considered further reports on the European monetary system (EMS) prepared by the monetary committee and the committee of the governors of the central banks at the 16 October council.

They examined in particular intervention rules and credit mechanisms which might be established under the system. The council will discuss the committee's finalised reports at the 20 November council (*Trade and Industry*, 20 October, page 102).

The council adopted a decision giving the commission power to contract loans for promoting investment within the community. This followed a meeting of the conciliation committee which included a European parliament delegation.

Both the commission and the parliament agreed on an allocation on an experimental basis of 1000 million European units of account (Eua) for this new community financial instrument. In addition they agreed that the mechanism would be reviewed when there

had been a commitment of 800 million Eua and after a two-year period.

Both institutions also stated that the loans and borrowings created by this instrument would be subject to the general rules. As soon as the legislative procedure for amending the financial regulation of the communities had been completed – on the basis of the commission proposal on the introduction of a capital budget which had been approved by the European parliament already – these rules would apply to the new financial instrument.

Less prosperous members

The council then heard a further interim report by the chairman of the economic policy committee on the progress made in its work on concurrent studies of the measures necessary to strengthen the economies of the less prosperous member states, in the framework of the European monetary system. A written report by the economic policy committee will be submitted to the council in time for its meeting on 20 November.

EEC-China joint committee plans 1979 meeting

Early next year the first meeting of the joint committee set up by the EEC-China agreement will take place in Peking, following the February visit planned by the European commission's president Roy Jenkins.

This was announced by Wilhelm Haferkamp, vice-president of the commission, at a press conference held on his return on 3 October from a 10-day visit to China. Mr Haferkamp fixed the timing and venue for the committee's first meeting with Chairman Hua.

Assessing his visit, Mr Haferkamp said he was struck by the realism shown by the Chinese leaders faced with the task of implementing their country's modernisation plans. They were counting on using foreign experience to overcome their country's technical backwardness. Chinese leaders had informed the vice-president of their intention of taking part in world trade by using all the normal procedures, except for direct government-to government credits and direct investments.

Training programme

During Mr Haferkamp's visit, an executive and student training programme was drawn up and the principle of allowing European firms to set up representative offices in China was accepted, even though there may be practical difficulties – for example, over accommodation. The Chinese also agreed that exchanges of experts should be more frequent and regular.

Mr Haferkamp said that the development of certain sectors of Chinese industry was indispensible if China's modernisation plans were to be realised. Hydroelectric energy has top priority, and the Chinese government was envisaging the construction of three power stations, producing 25 000 MW. Coal and oil were also development priorities.

Mr Haferkamp said that Chairman Hua would visit western Europe next year, but Mr Haferkamp did not specify places and dates.

Howta solva pinta problem?

Rising production and falling consumption in the community's milk sector had to be reversed, but the problem was how to go about it, Gavin Strang, Parliamentary Secretary at the Ministry of Agriculture, Fisheries and Food, told the Dairy Trade Federation on 18 October.

The government believed the European commission was thinking along the right lines, as outlined in its recent report on the milk industry, Dr Strang said. Although the report had not proposed specific remedies, the government would certainly endorse the emphasis put on price restraint, and welcomed the commission's apparent rejection of national quotas.

Dr Strang urged milk producers to vote in favour of the milk marketing boards in the coming producer poll. He said the boards were secured after long negotiations in Brussels and that it would be a tragedy if the boards were lost because of apathy.

Portuguese talks get under way

Negotiations on Portugal's request to join the EEC began on 17 October when the opening session of talks was held. No formal date has yet been agreed for accession, but substantive talks are likely to start before the end of the year.

After Portugal's formal application to join the EEC was received in March 1977, the European commission began work on its 'opinion', outlining the major advantages and disadvantages of Portuguese accession. This was issued in Brussels on 23 May this year and paved the way for the start of negotiations.

Company and commercial law: seminar

New developments in company and commercial law in the EEC is the subject of a two-day conference organised by European Study Conferences and to be held in Brussels on 23 and 24 November at the Hyatt Regency Hotel.

An international panel of speakers will give talks on security interests in movable property, the second EEC directive on the capital structure of public limited liability companies, the draft third EEC directive on internal mergers, the fourth EEC directive on company accounts and liabilities of parent companies for the obligations of their subsidiaries.

Further information can be obtained from Helen Duerden, European Study Conferences Ltd, Kirby House, 31 High Street East, Uppingham, Rutland, Leics LE5 9PY tel. 057 282 2711.

BSC receives ECSC housing loan

A loan of £108,816 at 1 per cent interest rate is being made available from European Coal and Steel Community funds for the modernisation of 91 dwellings occupied by employees of the British Steel Corporation in Cleveland and elsewhere.

A further £5,000 is allocated on similar terms for modernising two houses for GKN employees in Cardiff.

Community transit: sealing of mixed loads

From 1 December, Customs and Excise will not seal vehicles or containers with a combined load of goods some of which have been put under the full community transit procedure and some which have not.

Traders will have the option of either putting all the goods in a container or vehicle under the full procedure or segregating that part of a load not travelling under the full procedure and carrying it in another vehicle or container.

Consignments of spirits of wine, beverage spirits and excisable tobacco products for which a full procedure T form is presented at an inland container depot or inland rail depot where the goods are loaded are regarded as travelling under the full procedure even though the T form will not be authenticated until the vehicle or container reaches the place of shipment.

Paragraph 44 of customs notice 750 (January 1978) explains the advantages of sealing.

EEC information

Free service for businessmen!
The EEC Information Unit helps firms of all types and sizes by answering general questions about EEC membership and by guiding them where necessary to more specialised information sources.
New customers are always welcome, particularly firms new to EEC questions.
The unit's address is: EEC Information Unit, Department of Industry, 1 Victoria Street, London, SW1H 0ET. Tel. 01-215 4301 (six lines).

Overseas trade news

UK-Poland joint commission seeks co-operation ventures

At the seventh meeting of the UK-Poland Joint Commission, it was agreed that a team of Polish experts would visit the UK in the near future to discuss co-operation in the agricultural machinery and food processing sectors.

The meeting held in Warsaw from 9 to 13 October, was under the joint chairmanship of Mr W. M. Knighton, deputy secretary at the Department of Trade, and Mr S. Dlugosz, Polish vice-minister of foreign trade and shipping.

The joint commission also agreed that there was a wide range of good opportunities for co-operation, expecially in the metallurgical, chemical, machinery, construction, heavy machinery and general engineering industries.

The commission welcomed the seminar on railway machine tools held by Tube Investments and Polmach in London this month and the one proposed for 1979 under the joint sponsorship of the Confederation of British Industry and the Polish Ministry of the Machine Industry.

The delegations also expressed great satisfaction at the British technical week to be held in Warsaw in November and the Polish technical days to be held in the UK during 1979.

During this session, the Polish side particularly emphasised their interest in developing further co-operation with western companies in third countries, especially by means of joint ventures. The joint commission agreed that there were promising opportunities for this form of co-operation between British companies and Polish enterprises, while stressing that there must be a basis of mutual interest and benefit.

The Polish delegation expressed concern at Poland's continuing trade deficit with the UK and made it plain that it would be difficult for imports from the UK to remain at their present high levels unless Poland could earn the hard currency needed to pay for them by increasing Polish exports to the UK.

In addition to officials from the Department of Trade and the British embassy in Warsaw, the UK delegation included a particularly strong team of businessmen, with a view to exploring in detail the possibilities which may exist under the next Polish five-year plan (1981-85) for developing trade and co-operation.

The industrial representatives were Mr E. E. Alton of Cadbury-Schweppes, representing the food processing industry, Mr P. Bennett of Lucas East West, representing the automotive and aerospace industries, Mr C. L. Edwards of Cementation International, representing the construction industry, Mr E. J. H. Elsworth of British Oxygen, representing several aspects of the engineering industry and Mr S. B. L. Fraser of Howard Rotavator, representing the agricultural machinery industry. The banking sector was represented by Lord Selsdon of Samuel Montagu.

During the week of the joint commission Mr Knighton called on a number of Polish government ministers, including Mr Olszewski, minister of foreign trade and maritime economy; Mr Kaim, vice-prime minister and minister of metallurgy; Mr Debogorski, vice-minister of the food industry; Mr Czyrek, vice-minister of foreign affairs; Mr Szotek, deputy minister of the machine industry; Mr Adamkiewicz, minister of heavy and agricultural machinery; Mr Drozdz, vice-minister of the chemical industry; Mr Grela, vice-minister of the construction industry; Mr Olesik, deputy chairman of the planning commission and Mr Burakiewicz, president of the Polish chamber of foreign trade. He was accompanied on these visits by the industralists whose interest lay within the responsibility of the Ministry concerned. Each of the industrial members of the delegation also had his own separate programme of calls.

The next meeting of the joint commission will be held in London at a date to be decided later, probably in October 1979.

UK-Israel joint committee meets in Jerusalem

Development of trade between the UK and Israel during the last year was reviewed by the UK-Israel Joint Committee at its third meeting held in Jerusalem from 4 to 9 October. The committee considered future prospects in the light of the economic policies pursued by the two countries.

Co-chairmen were Peter Gregson, Under-Secretary at the Department of Trade and Dr Yaacov Cohen, Assistant Director-General for Foreign Trade in the Ministry of Trade and Tourism.

BOTB helps firms share overseas distribution

The British Overseas Trade Board is to compile a register of UK exporters with overseas marketing organisations. All these companies will be prepared to make available to other UK companies seeking an outlet overseas for complementary but non-competing products. The intention is to make the register available to UK businesses interested in taking advantage of the facilities offered, so that they may then make direct contact with the exporter, or exporters, concerned.

The board's purpose is to assist firms interested in this kind of co-operation to establish contact with each other. It would not be a party to the arrangements concluded by those firms.

Petroleum equipment makers get pat on back by Sir Fred

Sir Frederick Catherwood, chairman of the British Overseas Trade Board speaking at a CBMPE (Council of British Manufacturers of Petroleum Equipment) conference in London gave Britain's petroleum equipment industry a pat on the back for the quality of its exports.

However he warned British exporters that too much emphasis is placed on price and not enough on quality. Referring specifically to

United on bikes

Showing every confidence in the products he sells Kenneth Collins (left), sales and marketing director UK and Europe for TI Raleigh Ltd, who with David Royce, chairman of the 'Export United' executive committee, are riding two of the most popular Raleigh export model bicycles. Mr Royce was in Nottingham to address a meeting of the east Midland Export United advisory committee and to meet representatives of leading exporting firms in the region.

the petroleum equipment industry he said that the industry was well known for selling on design backed up by research. Those were the kind of exports Britain really needed today.

The one-day conference on export marketing finance and government support was organised by the CBMPE London and south-east region. Amongst the 150 delegates were representatives from member firms, banks and other interested organisations.

The morning session on the work of BOTB was introduced by the board's chief executive Jim Wilks. The role of the ECGB and the merchant banks in the promotion of exports was the theme for the afternoon session.

Moving UK exports up-market

Selling on quality rather than on price and thus moving UK exports up-market will be discussed at a conference organised by the British Overseas Trade Board at the London Press Centre on 28 November.

Export experiences

The conference titled – 'Earning more from exports' – will consider the export experiences of four leading companies – Beechams, Kenwood, Lucas and Van Heusen. In particular it will seek to analyse the importance of non-price factors in profitable exporting including marketing methods, design for particular markets and shop floor involvement. It is expected 200 delegates from management and the shop-floor will attend.

The conference will be chaired by Sir Frederick Catherwood, BOTB chairman. Bernard Scott, chairman of Lucas Industries will be the lunchtime speaker. Presentations will be made by Professor Robert McKenzie.

Kindersley new deputy chairman of export guarantees council

Trade secretary Edmund Dell has appointed Lord Kindersley a director of Lazard Brothers, as deputy chairman of the export guarantees advisory council. He succeeds Mr R. A. S. Lane, vice-chairman of Standard Chartered Bank, whose term of membership of the council has ended.

Other appointments to the council, which advises the Export Credits Guarantee Department on its commercial activities, are Mr P. E. Leslie, general manager of Barclays Bank International, and Mr R. J. Withers, managing director of Davy International.

Mr D. W. Hardy, senior executive director of Ocean Transport and Trading, and Sir Peter Matthews, managing director of Vickers, have retired from the council on the expiry of their term of membership.

Second line of credit to Ghana backed by ECGD

A $20 million line of credit to Ghana, arranged by Standard Chartered merchant bank acting on behalf of Standard Chartered Bank, Barclays Bank International and Chemical Bank has been guaranteed by the Export Credits Guarantee Department. This is the second line of credit to Ghana to be opened this year.

The previous ECGD guaranteed line of credit, also arranged by Standard Chartered merchant bank, was opened in June this year. The £10 million line has been well used and contracts placed under it have included municipal and commercial vehicles, mining equipment, tyres, batteries and other motor spares, foodstuffs, aluminium and other raw materials for the metal industries.

The latest loan will finance contracts awarded by Ghanaian buyers to UK suppliers for machinery, equipment, commercial vehicles and other semi-capital goods. To qualify under the terms of the loan contracts must have a minimum value of $250,000 and be placed by 18 October 1979.

Exporters interested in this facility should contact Mr R. Hurst of ECGD tel. 01-606 6699 ext. 589 or Mr J. Edgecombe of Standard Chartered merchant bank tel. 01-638 4070.

Because of Ghana's economic problems ECGD cover for the market has been on a limited basis for a number of years. The aim of these lines of credit is to encourage trade with Ghana and to help revitalise its industries.

Australian mission to see UK offshore developments

A mission organised by the Confederation of Western Australian Industry started a visit to the UK on 21 October and will be staying until 7 November before moving on to Holland and to France.

The confederation is Western Australia's main industrial organisation but the mission members will be drawn from the whole of Australia.

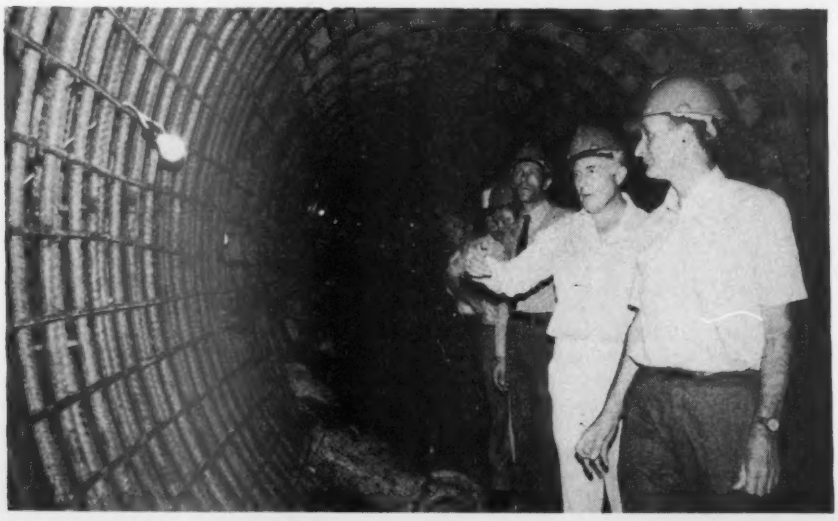
The purpose of the mission is to visit and examine offshore oil and gas industries and connected onshore developments in the light of the planned development of the north-west shelf – a gasfield 130 km off the north-west coast of Australia.

While in the UK the mission will also attend the European offshore conference and exhibition in London between 24 and 27 October.

For further details of the mission's programme and any other points contact Richard Van Allen, Government of Western Australia, Western Australia House, 115 Strand, London WC2R 0AJ, tel. 01-240 2881.

UK firm completes Thai tunnel

Peter Tripp, British ambassador in Thailand, visiting the 7.5 km tunnel bored 20 m under Bangkok by Sheridan Contractors (Overseas), Birmingham, in partnership with Italian-Thai Development Corporation. The tunnel forms part of stage I of the Metropolitan Water Works Authority development plan to provide more fresh water for the city. The Italian Thai-Sheridan joint venture – which has employed nearly 1000 men – has completed the tunnelling well on target and now is in the process of putting a heavily reinforced secondary lining of concrete in the tunnel to help it withstand enormous water pressure.



White Fish Authority to continue consultancy work

Under a directive issued by trade secretary Edmund Dell, the White Fish Authority can continue to carry out consultancy work overseas with the support of the overseas projects group of the British Overseas Trade Board.

Peter Shore, when he was secretary, issued a directive giving the White Fish Authority powers to carry out consultancy work overseas for a period of 18 months from 1 May 1975 and in October 1976 the directive was renewed until 31 October 1978.

The directive enables the authority to earn foreign exchange through its own activities and increase the potential for the sale of British goods and services revealed by its researches.

Many countries, including some of the oil-producing states, are strongly interested in developing a fisheries industry, and world

demand for expertise and equipment involved is growing.

The authority started research and development work in 1962 and in recent years it has established a high reputation for the quality and range of its consultancy services and is well placed to secure international business.

In the current year the authority has in hand continuing programmes of overseas consultancy work worth some £8 million which not only produces useful revenue but also makes a substantial contribution to the authority's overheads.

One of its contracts is for a four-year fisheries development programme for the Ministry of Agriculture and Water, Saudi Arabia.

The authority carries out contract work in the UK and special staff are employed for this purpose. The authority's responsibilities to the UK fisheries industry will not be adversely affected by its overseas contracts and the profit from these will be used for the benefit of the industry.

Dakar Investor's Forum in December

Senegal's government, with the assistance and co-operation of the EEC and the United Nation's Industrial Development Organisation (UNIDO), is organising an investors' forum which will take place in Dakar from 4 to 8 December 1978 within the framework of the third international fair.

This forum aims to bring together European industrialists on the one hand and governmental or private African industrial project promoters on the other.

All the member countries of the economic community of West African states (ECOWAS) who have been invited to submit investment projects, are expected to take part.

The forum is envisaged as a kind of meeting place where industrial project proponents will be able to discuss the possibilities of co-operation with industrialists and financiers from developed countries. The areas where collaboration could take place are: technology transfer, if possible with equity participation or the establishment of joint ventures; total or partial redeployment of industrial activity; management assistance and training of higher and technical staff; assistance with commercialisation and access to foreign markets; and financial assistance under favourable conditions.

It is expected that some 200 proposals covering such projects as the manufacture of fruit juices, furniture, sanitaryware, animal feeds and glass containers etc will be considered. Facilities will be provided to initiate negotiation between prospective principals and their potential partners.

The closing date for expression of interest is 8 November and inquiries should be directed to UNIDO, 1-8 Avenue de Tervueren, B1040 Brussels, tel. 734 46 82.

Trade promotions guide
See centre pages, this week

Industrial exhibition in Mexico attracts 150 firms

Over 150 firms will be taking part in Britain's biggest overseas selling venture this year – the British industrial exhibition organised by the British Overseas Trade Board in Mexico from 8 to 17 November. The exhibition will be opened by the president of Mexico, Jose Lopez Portillo, in the presence of the Duke of Kent, vice-chairman of BOTB.

The coverage of the exhibition has been conceived with the economic development priorities of the Mexican government in mind. Companies taking part will exhibit a wide range of industrial technology, equipment and services and in particular machine tools; petroleum and petrochemical, chemical and general engineering; transport equipment; and scientific and electronic instrumentation.

The Mexican government is co-operating in the staging of the event and is showing a special interest in developing Anglo-Mexican manufacturing operations such as joint ventures and manufacturing under licence.

Several companies who will be taking part are already involved in such partnership arrangements including ICI, ICL and Rolls-Royce. Over 60 British companies have established themselves locally in this way and it is hoped that the exhibition will lead to even greater British involvement in Mexico in the future.

Also at the exhibition will be an underwriter from the Export Credits Guarantee Department to advise exporters attempting to secure business at the exhibition.

The ECGD representative, Richard Foister, will be available for consultation at the exhibition by UK exporters' representatives on the general aspects of ECGD cover for this market, and will be able to give rapid indications to policy holders of the availability of ECGD's insurance cover for any proposed deal.

This will be made possible by means of a specially set up telex link between the exhibition and ECGD's headquarters in London. A small team will be standing by in London ready to process the inquiries, to give as rapid a service as possible to inquirers.

London chamber organises Mid East medical services forum . . .

A half day business forum is being organised by the Middle East section of the London Chamber of Commerce and Industry on 24 January 1979 as the opportunities for the export of medical services and equipment to the Middle East and north Africa.

Topics to be discussed include: package deals and the supply of personnel and technical know-how; medical and pharmaceutical services; comprehensive medical facilities and service back-up; the training of medical facilities and service back-up; the training of medical and para-medical personnel and the twinning of health authorities in the UK and the Middle East.

The meeting will be chaired by Mr M. F. Hawkins, sales director of Surgical Equipment and Supplies.

Further information is available from Miranda Preston, tel. 01-248 4444 ext. 25.

. . . and Iran mission debriefing

After the return of the London Chamber of Commerce's 10-man mission to Iran on 2 to 13 December there will be a debriefing meeting on 10 January 1979. the mission will be lead by Gordon Calver, a director of the British Bank of the Middle East, and former director of the British Bank of Iran and the Middle East. Some members of the mission will visit Afghanistan to assess the situation there.

Returning mission members will describe economic conditions in Tehran, especially in the fields of banking, consultancy, audio and visual systems, steel products, consumer goods and building system designers.

Further information is available from Miranda Preston, tel. 01-248 4444 ext. 25.

Conference on investment in the United States

A conference in London on 6 and 7 December this year will discuss the recent wave of direct investment and acquisitions by UK and continental companies in the United States.

The conference is organised by Graham and Trotman and the London Chamber of Commerce and Industry.

The conference entitled 'Corporate investment and acquisitions by foreign companies in the United States' will examine the advantages of direct investment in that country, and will discuss the techniques used to make such investments and acquisitions. The programme will include several case studies.

Speakers providing information and advice at the conference include Martin Smith, of Citicorp International Bank, Derek Chapman, of Touche Ross, Frank Richardson, of Dean Witter Reynolds, Derek Bonham of Hanson Trust, Milton Berger, of the United States Office of Foreign Investment, Clinton Hoch, of the Fantus Company, Robert Lindgren, of Rogers and Wells, John Watson, of Dowty Rotol, Gary Ferman, of Crane and Hawkins, and Wayne Georgeson, of American Appraisal Co.

Further details can be obtained from either Alastair Graham, managing director, Graham and Trotman, tel. 01-493 6351 or John MacGregor, head of the north American desk, London Chamber of Commerce and Industry, tel. 01-248 4444.

Conference on Greece as an export market

A one-day conference on the export opportunities offered by the Greek market is being organised by the London Chamber of Commerce and Industry and the Hellenic chamber of commerce on 28 November.

There will be presentations of case histories on manufacturing and selling in Greece and there will also be a discussion of Greek industry and export potential. The conference will also include a discussion with a panel which will include visiting Greek businessmen.

Details can be obtained from Anita Russell at the London Chamber of Commerce and Industry, tel. 01-248 4444.

Seminar on Japan

On 8 November at the London Chamber of Commerce and Industry the Japan Trade Advisory Group of the British Overseas Trade Board, in conjunction with the chamber, is holding a seminar on Japan.

Sir Fred Warner, director of the Guiness Peat group and a former British ambassador to Japan, will chair the seminar and speakers will be Douglas Anthony of the University of Sheffield, Michael Isherwood, Mitsubishi Corporation, John Kirby, Bank of England, and David Wilson, of David Wilson and Partners.

After the formal sessions there will be a discussion when questions can be put to the panel, where the speakers will be joined by John Ewing, Dodwell and Company; Geoffrey Nichols, chairman of Rotaprint, both members, of the advisory group, and John Field, the board's special adviser on Japan.

The seminar begins at 14.00 hours and closes at 19.00 after a reception at which the Japanese ambassador to the UK will be a guest.

Details can be obtained from Diane Wright, London Chamber of Commerce and Industry, tel. 01-248 4444 or BOTB's Exports to Japan Unit, tel. 01-248 5757 ext. 7162.

Arts conference in Athens

Lord Donaldson, Minister for the Arts, is heading a UK delegation to a conference in Athens, which closes today (27 October), of European ministers for cultural affairs.

The conference has been arranged by a committee of senior officials from member countries of the Council for Cultural Co-operation and is being held in Athens at the invitation of the Greek government. The event has been organised by the Greek authorities and the secretariat of the council of Europe.

There are four working sittings devoted to culture and politics – basic questions, specific problems of cultural policies, the future of European cultural co-operation and discussion on the broad outlines of texts that might be adopted.

The event is attended by ministers or officials from the 22 countries which are members of the council. Mr K. Egeland, the Norwegian Minister for Church and Education, opened the conference on 24 October.

THE organises further electrical equipment conference

Following the successful conference on electrical equipment for use in explosive areas held last March, Technical Help to Exporters (THE), the export advisory service of the British Standards Institution, has decided to hold a similar event on 5 December at the Wembley Conference Centre.

The purpose of this second conference is to meet the demands of those who were unable to attend the previous, fully-booked conference, and to provide the updating and further coverage requested by those who did attend.

The theme is national practice for the construction, testing, certification, and installation of explosion-protected electrical equipment. This theme was chosen because, although experience has shown that there is increasing harmonisation of national practices, there is still much work to be done before total harmonisation is achieved.

Particular subjects that will be covered include current requirements in the UK and future requirements in the EEC, plus the national requirements in the Federal Republic of Germany, Japan, France, and the United States, with speakers from the relevant organisations in each country.

Fees for the conference are £40 plus VAT to THE members and £50 plus VAT to non-members.

Reservations should be made to the Promotion Services Department, British Standards Institution, Maylands Avenue, Hemel Hempstead, Herts HP2 4SQ, tel. 0442 3111.

Rank Xerox wins Moscow Olympic deal

Rank Xerox has been appointed sole official supplier of xerographic copying services to the 1980 Moscow olympic games.

In the deal Rank Xerox will provide to the organising committee over 100 plain paper copiers and duplicators, worth £200,000, on free loan during the preparation and period of the 1980 olympic games.

In addition, in a purchase and service deal worth £1.29 million, with the participation of Soviet service specialists, more than 100 plain paper copiers and duplicators will be supplied to form part of the communications system for the 1980 games.

Many of the machines will be installed within the main olympic sites as part of the results' system. Others will be used by the games administration to provide a copying service to the main and sub-press centres, referees, sports delegations and in the olympic village.

Copiers will also be available at the international olympic committee congress and at the congress of international sports federations being held in Moscow at the same time.

Hints to business men booklets

Revised editions of the 'Hints to business men' booklets on Finland, Nigeria, and Switzerland/Liechtenstein have been published.

British exporters can order these booklets by post, accompanied by the appropriate remittance, from the Department of Trade, Publications Sales Unit, Export House, 50 Ludgate Hill, London EC4M 7HU, at £1 per copy, plus postage and packing as follows: one copy, 20p; two to four copies, 30p; five to seven copies, 40p; more than seven post free.

Copies may also be purchased by personal callers at Export House and at the offices of the Department of Industry at Newcastle upon Tyne, Cockermouth, Manchester, Leeds, Nottingham, Birmingham, Bristol; from the Scottish and Welsh Offices and from the Department of Commerce Belfast.

Britain to help prospect for Indonesian coal

Britain's Ministry of Overseas Development is providing £560,000 from technical co-operation funds to finance an investigation of coal reserves in East Kalimantan, Indonesia, by British and Indian geologists. This region is believed to contain a coalfield as large in area as Britain's Yorkshire and east Midlands' field.

Indonesia plans to develop its coal resources both to meet growing energy needs and as a foreign exchange earner. The three-year project, which is already under way, involves the Institute of Geological Sciences in London and the Geological Survey of India. Three of the institute's geologists are assessing the coal reserves in the Samarinda/Balikpapan region. These experts are working in remote areas, travelling by up-country road, river and helicopter.

Britain's aid contribution also covers the cost of four drilling rigs – manufactured by the Huddersfield firm of English Drilling Co Ltd and mounted on Bedford trucks – together with specialist short-term consultancy services. The geologists are training 10 Indonesians on the spot in coal geology and exploration techniques.

Double taxation agreement with the United States

A double taxation convention between the UK and the United States, covering taxes on the estates of deceased persons and on gifts and intended to replace the existing death duties convention, was signed today in London. The convention is subject to approval by parliament and will be published in due course as a schedule to a draft order in council.

trade promotions guide

AUTUMN EDITION

BOTB

A **Trade and Industry** quarterly guide October 1978

JBA/Brintex

AND THE USSR

A partnership formed by James Brewster & Associates Limited and Brintex Exhibitions Limited to be known as JBA/BRINTEX has been formed to handle the staging and promotion of The USSR National Exhibition in London during 1979.

This link brings together the expertise of JBA in staging previous Soviet shows in London and Brazil as well as British shows in the USSR and throughout the world with the vast resources of BRINTEX with its calendar of some thirty international and trade shows.

It makes sense to consult this new partnership about your shows.

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trade promotions guide

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1 OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration
page 4

Further information about individual events can be obtained from the trade association or the BOTB contact (01-248 5757) whose name and telephone extension is given against the event. The cut-off date at the end of each entry indicates the closing date for applications for BOTB support.

2 STORE PROMOTIONS

where BOTB support is planned or under consideration
page 18

GENERAL INQUIRIES ON BOTB SUPPORT

Fairs and Promotions Branch, Department of Trade, Hillgate House, 26 Old Bailey, London EC4M 7HU, **01-248 5757**

Overseas trade fairs ext 7051

Store promotions ext 7183

British Export Marketing Centre, Tokyo, ext. 663 or 7317

Outward missions and symposia ext 7084

UK trade fairs ext 7109

Special Export Services Branch, Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU, **01-248 5757**

Inward missions ext 463

3 MISSIONS

where BOTB support is planned or under consideration
page 19

Further information on individual outward missions can be obtained from the trade association or the BOTB Fairs and Promotions Branch contact named against the event. Information on inward missions can be obtained from Miss G. M. Stannard (01-248 5757 ext 463).
For outward missions the cut-off date at the end of each entry indicates the closing date for applications for BOTB support.

4 OTHER OVERSEAS FAIRS

This section covers overseas fairs not listed in section 1.
page 21

5 UK FAIRS

This section lists major fairs and exhibitions in the UK.
page 25

Cover based on an export display pack produced by Aldisplay Ltd, London SE1

Classification

General 4, 21
Agriculture, forestry, fishing, agricultural machinery 4, 21, 25
Aircraft and aeronautical equipment 4, 21, 25
Books and periodicals 4, 21, 25
Building, public works and construction equipment 5, 22, 25
Chemicals and allied industries, including plastics 5, 22, 25
Clothing 5, 22, 25
Display and shop equipment 22, 26
Engineering, electrical and electronic, including radio and television 6, 22, 26
Engineering, other 7, 22, 26
Foodstuffs, food machinery, hotel and catering equipment 8, 22, 28
Footwear 8, 28
Furniture, furnishings, household equipment and hardware 8, 22, 28
Gas and oil extraction and distribution including offshore activities 9, 22, 28
Heating and ventilating 10, 28
Horticulture and horticultural equipment 10, 24, 28
Hospital, medical, surgical and dental equipment 10, 24, 28
Jewellery and giftware 10, 24, 28
Laundry and allied services 10
Leather, leather goods and fur 10, 24, 28
Motor vehicles, motor cycles and cycles 11, 24, 28
Music and musical instruments 11, 28
Office machinery and equipment 12, 24, 30
Packaging machinery and materials, including containers 12, 24, 30
Philately 30
Photographic equipment 12, 30
Pottery and glassware 12, 24
Printing, stationery and printing machinery 12, 24, 30
Scientific instruments and nuclear equipment 13, 24, 30
Ships and boats 13, 24, 30
Sports goods and camping equipment including caravans 14, 24, 30
Textiles and textiles machinery 14, 24, 30
Toys and games 14, 25, 30
Watches and clocks 14, 25
Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment 14, 25, 30
Other specialised fairs 14, 25, 30

1

OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration

General fairs

1978

KUALA LUMPUR: British Electrical and Allied Manufacturers Association Seminar. 31 October-2 November 1978. P. A. Greig ext. 363. Cut off date passed.

MEXICO CITY: British Industrial Exhibition. 8-17 November 1978. R. Devonshire ext. 7204. Cut off date not yet arranged.

WARSAW: British Technical Week. 13-17 November 1978. Seminar/Symposium with London Chamber of Commerce. S. J. Seaman ext. 7104. Cut off date passed.

DAKAR: 3rd International Trade Fair. 28 November-10 December 1978. Joint venture with Birmingham Chamber of Industry and Commerce. R. F. M. Impey ext. 602. Cut off date passed.

1979

KHARTOUM: 2nd Sudan International Fair. 18 January-2 February 1979. The Department of Trade may organise an Information Stand at this event. G. M. Lyndsell ext. 7314.

FRANKFURT: International Trade Fair (Spring). 4-8 March 1979. Joint ventures with appropriate trade associations. J. Irving ext. 690. Cut off date passed.

LEIPZIG: International Spring Fair. 11-18 March 1979. Joint ventures with:
Birmingham Chamber of Industry.
The Building Centre.
Scientific Instrument Manufacturers Association and Government Information Stand.
B. G. Rice ext. 7246. Cut off date passed.

CAIRO: International Fair. 17-31 March 1979. The Department of Trade will organise a British Pavilion. G. M. Lyndsell ext. 7314. Cut off date passed.

HANOVER: Hanover Fair. 18-26 April 1979. Official Information Office and joint ventures with:
Association of Hydraulic Equipment Manufacturers.
British Compressed Air Society.
Birmingham Chamber of Industry and Commerce 2 JV's.
Lighting Industries Federation.
Sira Institute.
British Electrical and Allied Manufacturers Association.
Electronics Components Centre.
Business Equipment Trades Association 2 JV's.
Birmingham Engineering and Building Centre 2JV's.
Mrs C. Miller ext. 7203. Cut off date passed.

CASABLANCA: International Trade Fair. April/May 1979. The Department of Trade may organise an Information Stand at this event. R. F. M. Impey ext. 602.

EAST BERLIN: British Technical Week. May 1979. Seminar/Symposium with London Chamber of Commerce. S. J. Seaman ext. 7104. Cut off date not yet arranged.

BUDAPEST: International Spring Fair. May 1979. The Department of Trade will organise a British Pavilion at this event. H. Giles ext. 7213. Cut off date passed.

POZNAN: International Trade Fair. June 1979. The Department of Trade will organise a British Pavilion at this event. B. G. Rice ext. 7246. Cut off date passed.

LISBON: International Fair (FIL). June 1979. Joint venture with appropriate trade association. Ms P. Norfield ext. 7092. Cut off date not yet arranged.

DAMASCUS: International Trade Fair. 4-23 July 1979. The Department of Trade may organise a British Pavilion. R. F. M. Impey ext. 602. Cut off date not yet arranged.

FRANKFURT: International Trade Fair (Autumn). 26-29 August 1979. Joint ventures with appropriate trade associations. J. Irving ext. 690. Cut off date not yet arranged.

WELLINGTON: World Trade Fair. 21 August-2 September 1979. The Department of Trade may organise a British Pavilion. Mrs L. E. Novell ext. 7204. Cut off date not yet arranged.

PLOVDIV: International Trade Fair. 3-10 September 1979. The Department of Trade may organise a British Pavilion. H. Giles ext. 7213. Cut off date not yet arranged.

ALGIERS: International Trade Fair. 5-21 September 1979. The Department of Trade may organise a British Pavilion. R. F. M. Impey ext. 602. Cut off date not yet arranged.

TEHRAN: International Trade Fair. September 1979. The Department of Trade may organise a British Pavilion. R. F. M. Impey ext. 602. Cut off date not yet arranged.

LEIPZIG: International Autumn Fair. September 1979. Joint venture with appropriate trade association and Government information Stand. B. G. Rice ext. 7246. Cut off date not yet arranged.

NAIROBI: Nairobi International Show. September-October 1979. Joint venture with appropriate trade association. R. F. M. Impey ext. 602. Cut off date not yet arranged.

BAGHDAD: International Fair. 1-15 October 1979. The Department of Trade may organise a British Pavilion. G. M. Lyndsell ext. 7314. Cut off date not yet arranged.

BUCHAREST: International Technical Exhibition (Technoexpo). October 1979. The Department of Trade may organise a British Pavilion. H. Giles ext. 7213. Cut off date not yet arranged.

LIMA: 11th Pacific International Trade Fair (including Technoforest). 14-25 November 1978. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

1980

FRANKFURT: International Trade Fair (Spring). March 1980. Joint ventures with appropriate trade associations. J. Irving ext. 690. Cut off date not yet arranged.

HANOVER: Hanover Fair. April 1980. Official Information Office and joint ventures with appropriate trade associations. Mrs C. Miller ext. 7203. Cut off date 1.8.79.

LISBON: International Fair (FIL). June 1980. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

FRANKFURT: International Trade Fair (Autumn). August 1980. Joint ventures with appropriate trade associations. J. Irving ext. 690. Cut off date not yet arranged.

Agriculture, forestry, fishing and agricultural machinery

1978

PEKING: Foreign Countries Agricultural Machinery Exhibition at All China Agricultural Exhibition Centre. 20 October-3 November 1978. The Department of Trade will organise a British Pavilion at this event. J. Ackroyd ext. 7317. Cut off date passed.

BOSTON: Commercial Fishing Exhibition. 25-28 October 1978. Joint venture with Westminster Chamber of Commerce. Miss M. Thorogood ext. 7094. Cut off date passed.

1979

PARIS: 50th International Agricultural Machinery Exhibition (SIMA). 4-11 March 1979. Joint venture with Agricultural Engineers Association. Miss H. Goldberg ext. 7205. Cut off date passed.

VERONA: International Agricultural Fair. 10-18 March 1979. Trade Information Stand with Potato Marketing Board. P. Crowe ext. 571.

PARIS: International Agricultural Exhibition. Poultry Exhibition. 4-11 March 1979. Joint venture with British Agricultural Export Council. F. Sullivan ext. 7211. Cut off date passed.

PARIS: International Agricultural Exhibition. March 1979. Joint venture with British Agricultural Export Council. F. Sullivan ext. 7211. Cut off date passed.

REGGIO EMILIA: Pig Fair. 28 April-1 May 1979. Joint venture with National Pig Breeders' Association. P. Crowe ext. 571. Cut off date passed.

NOVI-SAD: International Agricultural Exhibition. 11-20 May 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

HANOVER: International Trade Fair for Machinery and Equipment for the Wood Industry (Ligna). 23-29 May 1979. Joint venture with Machine Tool Trades Association. Miss S. Parkes ext. 7045. Cut off date passed.

HANOVER: International Exhibition of Poultry and Pig Production. June 1979. Joint venture with British Agricultural Export Council. Miss S. Parkes ext. 7045. Cut off date not yet arranged.

SINGAPORE: International Forestry, Timber Processing and Woodworking Exhibition (Wood '79). 16-20 July 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date not yet arranged.

JAPAN-HOKKAIDO: Agricultural Machinery Exhibition (Obihiro). August 1979. Joint venture with Agricultural Engineers Association. J. Ackroyd ext. 7317. Cut off date not yet arranged.

SEATTLE: Commercial Fishing Exhibition. October 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

NAIROBI: Nairobi International Show. September-October 1979. Joint venture with appropriate trade association. R. F. M. Impey ext. 602. Cut off date not yet arranged.

1980

TORONTO: Canada Farm Show. January-February 1980. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date August 1979.

VERONA: International Agricultural Fair. March 1980. A Trade Information Stand may be organised. P. Crowe ext. 571. Cut off date 1.9.79.

PARIS: International Agricultural Machinery Exhibition (SIMA). March 1980. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

PARIS: International Agricultural Exhibition. March 1980. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

REGGIO EMILIA: International Pig Fair. April-May 1980. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date not yet arranged.

LJUBLJANA: International Timber Fair. June 1980. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

Aircraft and aeronautical equipment

1979

PARIS: 33rd International Aeronautics and Space Exhibition. 9-17 June 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date passed.

Books and periodicals

1979

CAIRO: International Book Fair. 25 January-4 February 1979. Joint venture with Book Development Council. G. M. Lyndsell ext. 7314. Cut off date 30.11.78.

JERUSALEM: International Book Fair. 19-25 April 1979. Joint venture with the Book Development Council. P. Crowe ext. 571. Cut off date 31.10.78.

BOLOGNA: International Book Fair for Children and Youth. 31 March-3 April 1979. Joint venture with Book Development Council. P. Crowe ext. 571. Cut off date 1.11.78.

WARSAW: International Book Fair. May 1979. Joint venture with Book Development Council. B. G. Rice ext. 7246. Cut off date not yet arranged.

USA: Annual Convention and Exhibition of the American Booksellers Association. 26-30 May 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

HONOLULU: Special Libraries Association Congress. June 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

MOSCOW: International Book Fair. 4-10 September 1979. Joint venture with Book Development Council. H. M. Giles ext. 7213. Cut off date 1.6.79.

FRANKFURT: International Book Fair. 10-15 October 1979. Joint venture with apprcpriate trade association. Mrs J. Collings ext. 7201. Cut off date not yet arranged.

1980

BOLOGNA: International Book Fair for Children and Youth. April 1980. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 1.11.79.

USA: Annual Convention and Exhibition of the American Booksellers Association. May 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

USA: Special Libraries Association Congress. June 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

FRANKFURT: International Book Fair. 8-13 October 1980. Joint venture with appropriate trade association. Mrs J. Collings ext. 7201. Cut off date not yet arranged.

Building, public works and construction equipment

1978

DUBAI: International Construction Exhibition. 29 October-4 November 1978. British Group with:
Building Materials Export Group.
Federation of Manufacturers of Construction Equipment and Cranes.
G. Lyndsell ext. 7314. Cut off date passed.

SINGAPORE: International Transportation Maintenance and Ancillary Products Show. 25-29 November 1978. The Department of Trade will organise a British Pavilion. R. D. Chapman ext. 7097. Cut off date passed.

BAHRAIN: Arabbuild. 26-30 November 1978. British Group with: Building Materials Export Group.
G. M. Lyndsell ext. 7314. Cut off date passed.

1979

ATLANTA: World of Concrete Exposition. 8-11 January 1979. Joint venture with Concrete Society. Miss M. Thorogood ext. 7094. Cut off date passed.

BRUSSELS: International Building Materials and Accessories Exhibition (Batibouw). 9-18 February 1979. Joint venture with Building Materials Export Group. Miss H. Goldberg ext. 7205. Cut off date passed.

COPENHAGEN: The Scandinavian Building Exhibition (Building for Billions). 24 February-4 March 1979. Joint venture with Building Materials Export Group. Miss L. M. O'Brien ext. 7207. Cut off date passed.

HONG KONG: International Building Exhibition (IBEX '79). 9-12 May 1979. Joint venture with Building Centre Group. R. Grindley ext. 360. Cut off date passed.

TOKYO: British Export Marketing Centre (Construction Equipment and Materials Exhibition). 29 May-2 June 1979.
Sponsored by Building Centre Group.
Contact D. Clayton tel. 01-637 1022.
R. Grindley ext. 360. Cut off date passed.

SINGAPORE: 2nd International Exhibition of Materials Handling and Construction Machinery (IMAC '79). 25-29 June 1979. Joint venture with the Birmingham Engineering Building Centre. R. D. Chapman ext. 7097. Cut off date 1.12.78.

PARIS: International Building Exhibition – Carpets. 16-25 November 1979. Joint venture with British Carpet Manufacturers Federation. F. Sullivan ext. 7211. Cut off date passed.

PARIS: International Building Exhibition (Batimat). 16-25 November 1979. Joint venture with Building Materials Export Group. F. Sullivan ext. 7211. Cut off date passed.

1980

MUNICH: International Trade Exhibition of Building Materials, Structural Elements and Interior Finishing (BAU). 16.22 January 1980. Joint venture with appropriate trade association. Mrs J. Collings ext. 7201. Cut off date not yet arranged.

USA: World of Concrete Exposition. January 1980. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

USA: National Association of Home Builders Exposition. January 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

TORONTO: Construction Show. 19-21 February 1980. Joint venture with London Chamber of Commerce and Industry. Miss M. Thorogood ext. 7094. Cut off date passed.

BRUSSELS: International Building Materials Exhibition (Batibou). February 1980. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

MUNICH: International Construction Machinery Fair (Bauma). 10-16 April 1980. Joint venture with appropriate trade association. Mrs J. Collings ext. 7201. Cut off date not yet arranged.

HELSINKI: International Building Fair (Finnbuild '80). April 1980. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

PARIS: 12th International Public Works and Building Exhibition (Expomat). May 1980. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

Chemicals and allied industries, including plastics

1978

GOTHENBURG: International Chemical Trade Fair (KEMI '78). 7-10 November 1978. Joint venture with British Laboratory Association. Miss L. M. O'Brien ext. 7207. Cut off date passed.

1979

SINGAPORE: Asian International Chemical and Process Engineering and Contracting Show (CEM Asia). 16-19 January 1979. The Department of Trade will organise a British Pavilion at this event. R. D. Chapman ext. 7097. Cut off date passed.

HOUSTON: Petrochemical and Refining Exhibition (Petro-Expo). 2-5 April 1979. Joint venture with CBMPE. R. D. Chapman ext. 7097. Cut off date passed.

BUCHAREST: International Chemistry Show. May 1979. The Department of Trade may organise a British Pavilion. H. Giles ext. 7213. Cut off date not yet arranged.

CHICAGO: National Plastics Exposition. 18-22 June 1979. Joint venture with British Plastics Federation. R. D. Chapman ext. 7097. Cut off date passed.

TORONTO: 11th International Congress of Biochemistry. 8-14 July 1979. Joint venture with British Laboratory Ware Association. R. D. Chapman ext. 7097. Cut off date 11.12.78.

DUSSELDORF: International Fair for the Plastics Industry (Kunststoffe). 10-17 October 1979. Joint venture with British Plastics Federation. Mrs C. Miller ext. 7203. Cut off date passed.

NEW YORK: Exposition of Chemical Industries. 3-6 December 1979. Joint venture with Birmingham Chamber of Commerce. R. D. Chapman ext. 7097. Cut off date 17.11.78.

1980

MUNICH: International Exhibition and Congress for Bio-Chemical and Instrumental Analysis (Analytica). 28 April-2 May 1980. Joint venture with appropriate trade association. J. Irving ext. 690. Cut off date not yet arranged.

PHILADELPHIA: Chemical Plant Equipment Exposition. 5-8 May 1980. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date not yet arranged.

TORONTO: Plastics Show of Canada. 16-20 October 1980. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date not yet arranged.

Clothing

1979

PARIS: Knitting Industries Exhibition. 3-6 February 1979. Joint venture with British Knitting Export Council. F. Sullivan ext. 7211. Cut off date passed.

PARIS: Children's Fashion Wear Exhibition. 3-6 February 1979. Joint venture with National Childrens Wear Association. F. Sullivan ext. 7211. Cut off date passed.

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PRAGUE / ROTTERDAM / TEHRAN / WARSAW
WASHINGTON / ZURICH / ZAGREB.

BMT

1 OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration

PARIS: European Menswear Exhibition (SEHM) Spring Session. 3-6 February 1979. Joint venture with British Menswear Guild and Clothing Export Council. F. Sullivan ext. 7211. Cut off date passed.

NEW YORK: European Fashion Fair. 4-7 March 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

COPENHAGEN: 27th Scandinavian Fashion Week. 15-18 March 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

MILAN: Milanvendemoda Fashion Show. 23-27 March 1979. Joint venture with appropriate trade associations. P. Crowe ext. 571. Cut off date not yet arranged.

STOCKHOLM: Fashion Fair. 24-27 March 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

COLOGNE: Fair for Children and Young People. March 1979. Joint venture with Westminster Chamber of Commerce. Miss S. Parkes ext. 7045. Cut off date 31.10.78.

MUNICH: International Fashion Week. 1-5 April 1979. Joint venture with Clothing Export Council. Mrs J. Collings ext. 7201. Cut off date 3.11.78.

PARIS: International Exhibition of Women's Ready to Wear Clothing (Pret-a-Porter). 7-11 April 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 9.1.79.

DUSSELDORF: International Fashion Trade Fair (Igedo). April 1979. Joint venture with appropriate trade association. Miss S. Parkes ext. 7045. Cut off date not yet arranged.

COLOGNE: International Men's Fashion Week. August 1979. Joint venture with appropriate trade association. Miss S. Parkes ext. 7045. Cut off date not yet arranged.

COPENHAGEN: International Fashion Fair. 13-16 September 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

NEW YORK: European Fashion Fair. 23-26 September 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

PARIS: European Menswear Exhibition (Autumn Session). September 1979. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date 1.2.79.

PARIS: Children's Fashion Exhibition. September 1979. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date 1.2.79.

DUSSELDORF: International Fashion Trade Fair (Igedo Dessous). September 1979. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

PARIS: International Exhibition of Women's Ready to Wear Clothing. October 1979. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date 1.5.79.

NEW YORK: National Outerwear and Sportswear Association Supplies Exhibition (NOSA). October 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

DUSSELDORF: International Fashion Trade Fair (Igedo). October 1979. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

COLOGNE: International Fair for the Child. October 1979. Joint venture with appropriate trade association. Miss S. Parkes ext. 7045. Cut off date not yet arranged.

1980

FRANCE: European Menswear Exhibition (BMG). February 1980. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

PARIS: Knitting Industries Exhibition. February 1980. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

PARIS: European Menswear Exhibition (SEHM). February 1980. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

PARIS: Childrens Fashionwear Exhibition. February 1980. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

COPENHAGEN: 29th Scandinavian Fashion Week. 13-16 March 1980. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

NEW YORK: European Fashion Fair. March 1980. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

PARIS: International Exhibition of Womens Ready to Wear Clothing (Pret-a-Porter). April 1980. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

DUSSELDORF: International Fashion Fair (Igedo). April 1980. Joint venture with appropriate trade association. Miss S. Parkes ext. 7045. Cut off date not yet arranged.

PARIS: European Menswear Exhibition (Autumn Session). September 1980. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

PARIS: Children's Fashion Exhibition. September 1980. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

COPENHAGEN: 30th Scandinavian Fashion Week. September 1980. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

DUSSELDORF: International Fashion Trade Fair (Igedo Dessous). September 1980. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

PARIS: International Exhibition of Women's Ready to Wear Clothing (Pret-a-Porter). October 1980. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

DUSSELDORF: International Fashion Trade Fair (Igedo). October 1980. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

Engineering, electrical and electronic, including radio and television

1978

NEW YORK: Society of Motion Pictures and TV Engineers Exhibition. 29 October-2 November 1978. Joint venture with Association of British Manufacturers of Photographic, Cine and Audio Visual Equipment. R. Grindley ext. 7242. Cut off date passed.

NEW YORK: Audio Engineering Society Convention. 3-6 November 1978. Joint venture with Association of Sound and Communication Engineers. R. Grindley ext. 7242. Cut off date passed.

SINGAPORE: International Exhibition of Electrical and Electronic Equipment (ENEX). 6-10 November 1978. Joint venture with British Electrical and Allied Manufacturers Association. R. D. Chapman ext. 7097. Cut off date passed.

MUNICH: International Trade Fair for Production in the Electronic Industry (Electronica). 9-15 November 1978. Joint venture with Electronic Components Industry Federation. J. Irving ext. 690. Cut off date passed.

ANAHEIM: Military Electronics Expo '78. 14-16 November 1978. Joint venture with London Chamber of Commerce and Industry. R. D. Chapman ext. 7097. Cut off date passed.

1979

LAS VEGAS: Winter Consumer Electronics Show. 5-8 January 1979. Joint venture with Federation of British Audio. R. Grindley ext. 7242. Cut off date passed.

PARIS: 14th International Lighting Exhibition. 11-16 January 1979. Joint venture with Decorative Lighting Association. Miss H. Goldberg ext. 7205. Cut off date passed.

TOKYO: Internepcon. 24-27 January 1979. Joint venture with Westminster Chamber of Commerce. J. L. Ackroyd ext. 7317. Cut off date passed.

DALLAS: Intelcom '79 (International Telecommunications Exposition). 26 February-2 March 1979. Joint venture with SIRA Institute Ltd. R. D. Chapman ext. 7097. Cut off date passed.

ANAHEIM: National Electronic Packaging and Production Conference and Exhibition (Nepcon West). 27 February-1 March 1979. Joint venture with Westminster Chamber of Commerce. R. D. Chapman ext 7097. Cut off date passed.

BRUSSELS: Audio Engineering. 13-16 March 1979. Joint venture with Association of Professional Recording Studios Ltd. F. Sullivan ext. 7211. Cut off date passed.

WIESBADEN: International Exhibition and Conference on Automatic Test Equipment (ATE). 20-22 March 1979. Joint venture with Electronic Engineering Association. J. A. Irving ext. 690. Cut off date 30.11.78.

PRAGUE: 7th International Exhibition of Photographic, Film, Sound and Television Equipment and Material Interkamera 79 Exhibition. 21-27 March 1979. Joint venture with the Association of British Manufacturers of Photographic, Cine and Audio-Visual Equipment (BPEG). B. G. Rice ext. 7246. Cut off date passed.

DALLAS: National Association of Broadcasters Convention and Exhibition (NAB 79). 25-28 March 1979. Joint venture with Electronic Engineering Association. R. D. Chapman ext. 7097. Cut off date 19.1.79.

PARIS: Festival Du Son. March 1979. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date passed.

NEW YORK: Institute of Electrical and Electronic Engineering (Electro '79). 24-26 April 1979. Joint venture with Electronic Engineering Association. R. D. Chapman ext. 7097. Cut off date passed.

CANNES: International Television Programme Market (MIP- TV). 20-26 April 1979. Joint venture with appropriate trade asssociation. Miss H. Goldberg ext. 7205. Cut off date 6.2.79.

BAHRAIN: Middle East Electronic Communications Show and Conference (Mecom). 23-26 April 1979. British Group with Electronic Engineering Association. G. M. Lyndsell ext. 7314. Cut off date passed.

PARIS: Exhibition of Electronic Components. April 1979. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

ATLANTA: National Microfilm Association Annual Convention and Exposition. 8-10 May 1979. Joint venture with Business Equipment Trade Association. R. Grindley ext. 7242. Cut off date passed.

BRUSSELS: Computer Peripheral, Small Computer and System Exhibition (Compec). 8-10 May 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 22.12.78.

PHILADELPHIA: National Electronic Packaging and Production Show (Nepcon East). 15-17 May 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date January 1979.

MONTREUX: International Television Equipment Exhibition. 27 May-1 June 1979. Joint venture with Electronic Engineering Association. Ms P. A. Norfield ext. 7092. Cut off date passed.

NEW YORK: National Computer Conference. 4-7 June 1979. Joint venture with Business Equipment Trade Association. R. Grindley ext. 7242. Cut off date passed.

GENEVA: Micro-computers, Minicomputers and Microprocessors Exhibition. 19-21 June 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext 7092. Cut off date not yet arranged.

CHICAGO: Consumer Electronic Show. June 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

SYDNEY: 17th International Electronics Exhibition and Conference (IREE). 27-31 August 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

BERLIN: International TV and Radio Exhibition. 24 August-2 September 1979. Joint venture with British Radio Equipment Manufacturers' Association. J. A. Irving ext. 690. Cut off date passed.

GENEVA: World Telecommunication Exhibition (Telecom.) 20-26 September 1979. Joint venture with Electronic Engineering Association. Ms P. A. Norfield ext. 7092. Cut off date passed.

WIESBADEN: Military Electronics (Defence Equipment) Exhibition. 25-27 September. Joint venture with Electronic Engineering Association. Mrs J. Collings. Cut off date passed.

SAN FRANCISCO: Western Electronics Show (Wescon). September 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date April 1979.

BASLE: International Exhibition of Industrial Electronics and Electrical Engineering (Ineltec). 9-13 October 1979. Joint venture with British Electrical and Allied Manufacturers Association. Ms P. A. Norfield ext. 7092. Cut off date 27.11.78.

VIENNA: International Industrial Electronic Exhibition. 10-13 October 1979. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 30.4.79.

SYDNEY: 5th International Electrical, Electronic Engineering, Measurement and Control Exhibition and Convention. 16-19 October 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

MUNICH: Exhibition and Congress for Electronics Production (Productronica). 6-10 November 1979. Joint venture with appropriate trade association. J. Irving ext. 690. Cut off date not yet arranged.

HELSINKI: Fintech/Eirom. 6-10 November 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet passed.

1980

PARIS: 15th International Lighting Exhibition. January 1980. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

PARIS: Festival Du Son – Audio Exhibition. March 1980. Joint venture with Federation of British Audio. F. Sullivan ext. 7211. Cut off date not yet arranged.

ANAHEIM: National Electronic Packaging and Production Conference and Exhibition (Nepcon West). March 1980. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date September 1979.

CANNES: International Television Programme Market (MIP-TV). April 1980. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

BOSTON: Institute of Electrical and Electronic Engineering (Electro '80). April 1980. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date November 1979.

PARIS: Exhibition of Electronic Components. April 1980. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

BRUSSELS: Computer Peripheral, Small Computer and System Exhibition. May 1980. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

ANAHEIM: National Computer Conference. June 1980. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

CHICAGO: Summer Consumer Electronics Show. June 1980. Joint venture with appropriate trade association. R. Grindley ext 7242. Cut off date not yet arranged.

ZURICH: Semiconductor Equipment and Material Convention (Semicon-Europa). September 1980. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

WIESBADEN: Military Electronic (Defence Equipment) Exhibition. October 1980. Joint venture with appropriate trade association. Mrs J. Collings ext. 7201. Cut off date not yet arranged.

NEW YORK: Society of Motion Pictures and TV Engineers Exhibition. October-November 1980. Joint venture with appropriate trade association. R. Crindley ext. 7242. Cut off date not yet arranged.

Engineering, other

1978

PHILADELPHIA: Triple Engineering Show. 7-9 November 1978. Joint venture with Association of Hydraulic Equipment Manufacturers. Miss M. Thorogood ext. 7094. Cut off date passed.

TOKYO: British Export Marketing Centre. (Materials Testing Equipment Exhibition). 7-11 November 1978.
Sponsored by British Institute of Non-Destructive Testing.
Contact I. M. Barnes tel. 0702 354252.
J. L. Ackroyd ext. 7317. Cut off date passed.

ESSEN: 5th International Sheet Metal Working and Forming Exhibition (Blech 78). 7-11 November 1978. Joint venture with Birmingham Chamber of Industry and Commerce. Mrs J. Collings ext. 7201. Cut off date passed.

GOTHENBURG: Scanautomatic – Hydraulics, Pneumatics, and Automation Trade Fair. 28 November-2 December 1978. Joint venture with Association of Hydraulic Equipment Manufacturers Ltd. Miss L. M. O'Brien ext. 7207. Cut off date passed.

TOKYO: British Export Marketing Centre (Combustion and Heat Treatment Equipment Exhibition). 5-9 December 1978.
Sponsored by City of Westminster Chamber of Commerce.
Contact Mr I. M. Hutchinson tel. 01-734 2851.
R. Grindley ext. 360. Cut off date passed.

PARIS: 17th International Mechanical Handling Exhibition (Manutention). 5-13 December 1978. Joint venture with Mechanical Handling Engineers Association. Miss H. Coldberg ext. 7205. Cut off date passed.

1979

BASLE: Third Railways Engineering Exhibition. 23-27 January 1979. Joint venture with London Chamber of Commerce and industry. Ms P. A. Norfield ext. 7092. Cut off date passed.

SYDNEY: International Mining Machinery Exhibition. 12-17 February 1979. Joint venture with Association of British Mining Equipment Exporters. Miss L. E. Novell ext. 7204. Cut off date passed.

SAN DIEGO: Gas Turbine Conference and Products Show. 12-15 March 1979. Joint venture with British Electrical Allied Manufacturers Association. R. D. Chapman ext. 7097. Cut off date passed.

LOS ANGELES: Western Metal and Tool Exposition (Westec). 19-22 March 1979. Joint venture with:
Machine Tool Trades Association.
Gauge and Tool Makers Association.
Miss M. Thorogood ext. 7094. Cut off date passed.

WIESBADEN: International Exhibition and Conference on Automatic Test Equipment (ATE) 20-22 March 1979. Joint venture with Electronic Engineering Association. J. A. Irving ext. 690. Cut off date 30.11.78.

POZNAN: International Exhibition of Power Transmission Engineering, Control Equipment, Oil-Hydraulic and Pneumatic Systems and Industrial Handling Equipment. (Dynamo-Technica). 7-11 April 1979. Joint venture with Association of Hydraulic Equipment Manufacturers. B. G. Rice ext. 7246. Cut off date 13.11.78.

DETROIT: International Engineering Conference and Tool Manufacturing Exposition. 30 April-3 May 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

CHICAGO: Design Engineering Show. 7-10 May 1979. Joint venture with London Chamber of Commerce and Industry. Miss M. Thorogood ext. 7094. Cut off date passed.

CHICAGO: Plant Engineering and Maintenance Show (PEMEC). 7-10 May 1979. Joint venture with London Chamber of Commerce and Industry. Miss M. Thorogood ext. 7094. Cut off date passed.

TORONTO: National Industrial Production Show. 7-11 May 1979. Joint venture with Birmingham Chamber of Commerce and Industry. Miss M. Thorogood ext. 7094. Cut off date 31.10.78.

SEOUL: British Machine Tool Exhibition. 21-26 May 1979.
Sponsor: Machine Tool Trades Association.
Contact D. Bromige tel. 01-402 6671.
J. L. Ackroyd ext. 7317. Cut off date passed.

HANOVER: International Trade Fair for Machinery and Equipment for the Wood Industry (Ligna). 23-29 May 1979. Joint venture with Machine Tool Trades Association. Miss S. J. Parkes ext. 7045. Cut off date passed.

BRNO: International Engineering Fair. September 1979. Joint venture with appropriate trade association. B. G. Rice ext. 7246. Cut off date not yet arranged.

DUSSELDORF: International Foundry Trade Fair (GIFA). 9-15 June 1979. Joint venture with Foundry Equipment and Supplies Association Ltd. Mrs C. Miller ext. 7203. Cut off date passed.

FRANKFURT: Chemical Engineering, Exhibition and Congress (Achema). 17-23 June 1979.
Joint ventures with:
Process Plant Association.
British Laboratory Ware Association.
Scientific Instrument Manufacturers Association.
Mrs J. Collings ext. 7201. Cut off date passed.

MELBOURNE: International Engineering Exhibition. 23-28 July 1979. The Department of Trade may organise a British Pavilion. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

How the British Overseas Trade Board can help you promote your goods overseas

Under the direction of the British Overseas Trade Board's Export Services and Promotions Division, the Department of Trade supports British firms at trade promotions overseas through its Fairs and Promotions Branch.

In 1977, the British Overseas Trade Board supported some 7200 firms exhibiting at 304 trade fairs in 48 countries, and 19 store promotions. In 1977, 226 outward missions were supported and some 2650 firms were helped in that way.

Joint ventures
Under its joint venture scheme the BOTB provides space and a shell stand for each firm taking part in a group display sponsored by a trade association or other non profit-making body at an overseas trade fair. In addition, for joint ventures held outside western Europe, the BOTB pays half the return tourist air fares of two representatives from each firm manning their stand for the duration of the event and half the freight charges for returning unsold goods exhibited at the event. Firms taking part in a joint venture display will be charged £15 per sq m of space and shell stand occupied. A discount of 50 per cent on these rates will be available to firms for their first two participations at a particular joint venture.

British pavilions
At some overseas trade fairs, usually those where participation is organised on a national basis, the BOTB organises British pavilions. Space and shell stands are provided to participating firms at attractive rates. Firms taking space in a British pavilion, provided the event is held outside western Europe, are also eligible for assistance similar to that given under the joint venture scheme towards the costs of representatives' travel and of returning unsold exhibits.

Symposia
In certain circumstances British firms taking part in symposia organised in association with a trade association may be given support.

Information stands
At the more important trade fairs, especially in western Europe, the BOTB provides an official information stand staffed by diplomatic service commercial officers. Apart from dealing with commercial inquiries, these Information Stands serve as a focal point for British firms exhibiting at the event either directly or through local agents.

British Export Marketing Centre. Tokyo (See also page 15)
Up to 10 official export promotions and trade exhibitions will be held each year in the British Export Marketing Centre in Tokyo. These will be arranged in conjunction with a trade association. In addition the centre is available to British companies or their agents in Japan for mounting individual product exhibitions or promotions.

Store promotions
Promotions of British goods involving a substantial volume of new buying are put on by overseas department stores. The BOTB assists the store by providing an agreed contribution towards the store's promotional expenses.

Outward missions
Trade missions to overseas markets are sponsored by a trade association, chamber of commerce or similar non profit-making body. Their purpose is to assess the prospects for British exports in selected markets or to sell or to promote the sale of British products. For approved outward missions the BOTB contributes towards the costs of each participant according to a fixed scale.

Inward missions
The BOTB through the Special Export Services Branch offers financial assistance to trade associations and other non profit-making bodies sponsoring visits to Britain by groups of overseas businessmen wishing to purchase British products or assess the latest developments in British industry.

1 OVERSEAS FAIRS AND SYMPOSIA
where BOTB support is planned or under consideration

TOKYO: British Export Marketing Centre. (Environmental Engineering and Technology Exhibition). 18-22 September 1979.
Sponsored by Engineering Industries Association.
Contact W. E. Clayfield tel 01-863-9188.
R. Grindley ext. 360. Cut off date not yet arranged.

SINGAPORE: The 2nd South East Asian Production Machinery and Engineering Equipment Show (Machine Asia 79). 8-12 October 1979. The Department of Trade may organise a British Pavilion. R. D. Chapman ext. 7097. Cut off date not yet arranged.

MILAN: 3rd International Machine Tool Exhibition (EMO). 10-18 October 1979. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 18.4.79.

AMSTERDAM: Eurofinish Exhibition. 16-19 October 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

BAHRAIN: Middle East Materials Handling Show and Conference. 22-25 October 1979. Joint venture with appropriate sponsor. G. M. Lyndsell ext. 7314. Cut off date not yet arranged.

ZURICH: 9th International Hydraulic and Pneumatic Exhibition. 29 October-3 November 1979. Joint venture with British Compressed Air Society. MS P. A. Norfield ext. 7092. Cut off date passed.

STOCKHOLM: International Technical Fair. 18-24 October 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

USA: Triple Engineering Show. October/November 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

ZURICH: International Trade Fair for High Precision Techniques, Dimensional Measurement and Control (Microtechnic). November 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

UTRECHT: International Mechanical Handling Exhibition (Invia). November 1979. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date not yet arranged.

PARIS: 7th International Hydraulics and Compressed Air Exhibition (Mecanelem). 3-8 December 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

BOSTON: Southern Plant Engineering Show. December 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

1980

MILAN: International Exhbition of Hydraulic, Pneumatic and Lubricating Apparatus (Fluid). March 1980. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 31.8.79.

LOS ANGELES: Western Metal and Tool Exposition (Westec). March 1980. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

GOTHENBURG: Machine Tools Exhibition (ISM '80). 20-25 March 1980. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

CHICAGO: Design Engineering Show. April/May 1980. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

CHICAGO: Plant Engineering and Maintenance Show. April/May 1980. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

BRUSSELS: International Industrial Equipment Exhibition. May 1980. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

LJUBLJANA: International Timber Fair. June 1980. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

BASLE: International Wire Exhibition. June 1980. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

HAMBURG: International Exhibition and Congress for Ship, Machinery and Marine Technology. 23-27 September 1980. Joint venture with appropriate trade association. Mrs J. Collings ext. 7201. Cut off date not yet arranged.

STOCKHOLM: International Technical Fair. October 1980. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

FRANKFURT: International Dairy Engineering Exhibition. October 1980. Joint venture with appropriate trade association. Mrs J. Collings ext. 7201. Cut off date not yet arranged.

Foodstuffs, food machinery, hotel and catering equipment

1978

PARIS: International Food Exhibition (SIAL). 13-18 November 1978. Joint venture with British Food Export Council. F. Sullivan ext. 7211. Cut off date passed.

1979

AMSTERDAM: International Hotel, Cafe and Restaurant Exhbition (Horecava). 8-11 January 1979. Joint venture with London Chamber of Commerce and Industry. Ms P. A. Norfield ext. 7092. Cut off date passed.

COLOGNE: International Sweets and Biscuits Fair (ISM). 29 January-2 February 1979. Joint venture with British Food Export Council. Miss S. J. Parkes ext. 7045. Cut off date passed.

RIMINI: International Hotel, Food and Equipment Fair. 14-21 February 1979. Joint venture with British Food Export Council. P. Crowe ext. 571. Cut off date passed.

BRNO: International Food Salon (Salima 79). 21-28 February 1979. Joint venture with London Chamber of Commerce. B. G. Rice ext. 7246. Cut off date passed.

HAMBURG: International Fair for Hotel Catering and Bakery Trades (internorga). 9-14 March 1979. Joint venture with City of Westminster Chamber of Commerce. J. Irving ext. 690. Cut off date passed.

TOKYO: Hoteres and Foodex Exhibition. March 1979. Joint venture with British Food Export Council. R. Grindley ext. 360. Cut off date passed.

COPENHAGEN: International Food Fair. 22-27 May 1979. Joint venture with British Food Export Council. Miss L. M. O'Brien ext. 7207. Cut off date passed.

ATLANTA: National Fancy Food and Confection Show. 3-6 June 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

PERTH: Fish Expo. 26-29 August 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

COLOGNE: International Fine Foods and Provisions Exhibition (Anuga). September 1979. Joint venture with appropriate trade association. Miss S. Parkes ext. 7045. Cut off date 27.1.79.

MALMO: 9th International Hotel and Restaurant Show (Resta IX). 9-12 October 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

PARIS: International Hotel and Catering Equipment Exhibition. October 1979. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

DUBLIN: International Food and Drink Exhibition (Ifdex). 15-19 October 1979. Joint venture with appropriate trade association. Ms P. Norfield ext. 7092. Cut off date not yet arranged.

BASLE: International Hotel and Catering Exhibition (IGEHO). November 1979. Joint venture with appropriate trade association. Ms P. Norfield ext. 7092. Cut off date not yet arranged.

BARCELONA: Hotel Management Maintenance Equipment and Gastronomy Exhibition (Hogarotel). November/December 1979. Joint venture with appropriate trade association. Ms P. Norfield ext. 7092. Cut off date not yet arranged.

1980

AMSTERDAM: International Hotel, Cafe and Restaurant Exhibition (Horecava). January 1980. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

RIMINI: International Hotel, Food and Equipment Fair. February 1980. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 1.9.79.

UTRECHT: International Food Fair. February 1980. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 15.10.79.

COLOGNE: International Sweets and Biscuits Fair (ISM). February 1980. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 7045. Cut off date not yet arranged.

FRANKFURT: International Meat Trade Fair (IFFA). 1-8 June 1980. Joint venture with appropriate trade association. Mrs J. Collings. Cut off date not yet arranged.

DUSSELDORF: International Bakery Exhibition (IBA). 7-15 June 1980. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

USA: National Fancy Food and Confection Show. June 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

GOTHENBURG: Hotel and Restaurant Exhibition Interfood – Interst '80. October 1980. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

PARIS: International Hotel and Catering Exhibition. October 1980. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

FRANKFURT: International Dairy Engineering Exhibition. October 1980. Joint venture with appropriate trade association. Mrs J. Collings ext. 7201. Cut off date not yet arranged.

Footwear

1979

NEW YORK: National Shoe Fair. February 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

BOLOGNA: International Shoe and Leather Fair. 9-12 March 1979. Joint venture with British Footwear Manufacturers Federation. P. Crow ext. 571. Cut off date passed.

DUSSELDORF: European Footwear Samples Display (GDS). March 1979. Joint venture with appropriate trade association. Miss S. Parkes ext. 7045. Cut off date not yet arranged.

VIENNA: Shoe Fair (OSMU). September 1979. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 15.5.79.

DUSSELDORF: European Footwear Samples Display (GDS). September 1979. Joint venture with appropriate trade association. Miss S. Parkes ext. 7045. Cut off date not yet arranged.

MILAN: International Footwear Show (Micam). September 1979. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 31.3.79.

ATLANTIC CITY: Footwear Manufacturing Conference. 20-23 October 1979. Joint venture with Shoe and Allied Trades Research Association. Miss M. Thorogood ext. 7094. Cut off date 1.3.79.

1980

NEW YORK: National Shoe Fair. February 1980. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

BOLOGNA: International Shoe and Leather Fair. March 1980. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 31.8.79.

DUSSELDORF: European Samples Display (GDS). March 1980. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 7045. Cut off date not yet arranged.

VIENNA: Shoe Fair (OSMU). September 1980. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 15.5.80.

MILAN: International Footwear Exhibition (Micam). September 1980. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 31.3.80.

Furniture, furnishings, household equipment and hardware

1978

BRUSSELS: International Furniture Show. 9-13 November 1978. Joint venture with British Furniture Manufacturers Export Club Ltd. F. Sullivan ext. 7211. Cut off date passed.

TORONTO: International Interior Design Show. 14-16 November 1978. Joint venture with:
British Carpet Manufacturers Association.
British Contract Furnishing Association.
Miss L. E. Novell ext. 7204. Cut off date passed.

HONG KONG: Furniture Exhibition. 5-10 December 1978. Joint venture with British Furniture Manufacturers Exports Ltd. R. Grindley ext. 360. Cut off date passed.

1979

CHICAGO: National Floorcoverings Mart. 7-12 January 1979. Joint venture with British Carpet Manufacturers Association. J. E. Henderson ext. 318. Cut off date passed.

PARIS: 10th International Furniture Exhibition. 11-15 January 1979. Joint venture with British Furniture Manufacturers Federated Associations. Miss H. Goldberg ext. 7205. Cut off date passed.

CHICAGO: National Housewares Show. 15-18 January 1979. Joint venture with Hardware Manufacturers Association. Miss L. E. Novell ext. 7204. Cut off date passed.

FRANKFURT: International Trade Fair for Home Furnishing Textiles (Heimtextil). 10-14 January 1979. Joint venture with:
National Wool Textile Export Corporation.
Irish Linen Guild.
British Carpet Manufacturers Association.
Mrs. J. Collings ext. 7201. Cut off date passed.

COLOGNE: International Trade Fair for Large Household Apparatus and Electrical Appliances (Domotechnica). 7-10 February 1979. Joint ventures with:
Association of Manufacturers of Domestic Electrical Appliances.
Birmingham Engineering and Building Centre.
Miss S. J. Parkes ext. 7045. Cut off date passed.

COLOGNE: International Houseware Fair. 8-11 February 1979. Joint venture with Hardware Manufacturers Association. Miss S. J. Parkes ext. 7045. Cut off date passed.

COLOGNE: International Hardware Fair. 10-13 February 1979. Joint ventures with:
Federation of British Hand Tools Manufacturers.
Hardware Manufacturers Association.
Miss L. M. O'Brien ext. 7207. Cut off date passed.

TORONTO: Canadian Hardware Show. 11-14 February 1979. Joint venture with Birmingham Chamber of Commerce. Miss L. E. Novell ext. 7204. Cut off date passed.

CHICAGO: National Home Center/Home Improvement Congress and Exposition. 11-14 March 1979. Joint venture with Building Centre Group. Miss L. E. Novell ext. 7204. Cut off date passed.

SINGAPORE: International Furniture and Furnishings Exhibition (Homemakers '79). 7-11 April 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date not yet arranged.

TOKYO: British Export Marketing Centre (Carpet Exhibition). 10-14 April 1979.
Sponsored by British Carpet Manufacturers Association.
Contact G. M. Davidson tel. 01-930 8711.
J. L. Ackroyd ext. 7317. Cut off date passed.

HIGH POINT, NORTH CAROLINA: High Point Southern Furniture Exhibition. April 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

COPENHAGEN: Scandinavian Furniture Fair. 2-6 May 1979. Joint venture with British Furniture Manufacturers Federated Associations. Miss L. M. O'Brien ext. 7207. Cut off date 20.11.78.

COLOGNE: International Accessory, Machinery and Materials Fair for Furniture Production, Interior Decoration and Furnishing (Interzum). 19-22 May 1979. Joint venture with Birmingham Chamber of Industry and Commerce. Miss S. J. Parkes ext. 7045. Cut off date passed.

TOKYO: British Export Marketing Centre (Furniture Exhibition). 15-19 May 1979.
Sponsored by BFM Exports.
Contact J. Diat tel. 01-724 0857/8.
R. Grindley ext. 360. Cut off date passed.

MILAN: Carpets and Furnishing Textile Fair. 18-22 May 1979. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 30.11.78.

PARIS: Exhibition of Interior Furnishings (Paritex). 7-11 June 1979. Joint venture with Wall Covering Manufacturers. F. Sullivan ext. 7211. Cut off date 6.11.78.

CHICAGO: National Exposition of Contract Interior Furnishings (Neocon). June 1979. Joint venture with British Carpet Manufacturers Association. J. E. Henderson ext. 318. Cut off date passed.

CHICAGO: National Housewares Show. July 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

CHICAGO: National Hardware Show. August 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

TOKYO: British Export Marketing Centre (Housewares and Giftwares Exhibition). 4-8 September 1979.
Sponsored by Hardware Manufacturers Association.
Contact R. Grier tel. 02403 21431.
J. L. Ackroyd ext. 7317. Cut off date not yet arranged.

LYONS: International Furniture Exhibition (Meuropam). 6-9 October 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

HIGH POINT, NORTH CAROLINA: High Point Southern Furniture Exhibition. October 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

VALENCIA: International Furniture Fair. October 1979. Joint venture with appropriate trade association. Ms P. Norfield ext. 7092. Cut off date not yet arranged.

BRUSSELS: International Furniture Show. November 1979. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

TORONTO: International Interior Design Show. November 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

BASLE: International Hotel and Catering Exhibition (Igeho). November 1979. Joint venture with appropriate trade association. Ms P. Norfield ext. 7092. Cut off date not yet arranged.

1980

FRANKFURT: International Trade Fair for Home Furnishing Textiles (Heimtextil). 9-13 January 1980. Joint ventures with appropriate trade associations. Mrs J. Collings ext. 7201. Cut off date not yet arranged.

CHICAGO: National Housewares Show. January 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

CHICAGO: National Housewares Show. January 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

CHICAGO: National Floorcoverings Mart. January 1980. Joint venture with appropriate trade association. J. Henderson ext. 318. Cut off date not yet arranged.

COLOGNE: International Furniture Fair. January 1980. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 7045. Cut off date not yet arranged.

COLOGNE: International Trade Fair for Large Household Apparatus and Electrical Appliances (Domotechnica). February 1980. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 7045. Cut off date not yet arranged.

COLOGNE: International Houseware Fair. February 1980. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 7045. Cut off date not yet arranged.

TORONTO: Canadian Hardware Show. February 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

HIGH POINT, NORTH CAROLINA. Southern Furniture Exhibition. April 1980. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

COPENHAGEN: Scandinavian Furniture Fair. 7-11 May 1980. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

MILAN: Carpets and Furnishing Textiles Fair (STAR). May 1980. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 30.11.79.

PARIS: International Carpet and Floor Covering Exhibition. June 1980. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

CHICAGO: National Exposition of Contract Interior Furnishings (Neocon). June 1980. Joint venture with appropriate trade association. J. Henderson ext. 318. Cut off date not yet arranged.

CHICAGO: National Housewares Show. July 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

CHICAGO: National Hardware Show. August 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

MILAN: International Furniture Fair. September 1980. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 20.4.79.

LYONS: International Furniture Exhibition (Meuropan). October 1980. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

Gas and oil extraction and distribution including offshore activities

1978

MONTE CARLO: International LNG and LPG Technology Exhibition and Conference (Gastech). 7-11 November 1978. Joint venture with CBMPE. Miss H. Goldberg ext. 7205. Cut off date passed.

1979

TOKYO: British Export Marketing Centre (Oceanic and Offshore Equipment Exhibition). 6-10 February 1979.
Sponsored by Association of British Oceanic Industries.
Contact A. J. Baird.
R. Grindley ext. 360. Cut off date passed.

BAHRAIN: Middle East Oil Show. 25-29 March 1979. The Department of Trade will organise a British Pavilion. G. Lyndsell. Cut off date passed.

HOUSTON: 11th Annual Offshore Technology Conference. 30 April-3 May 1979. Joint venture with Association of British Oceanic Industries. R. D. Chapman ext. 7097. Cut off date passed.

TORONTO: 14th World Gas Conference. 27 May-1 June 1979. Joint venture with Society of British Gas Industries. R. D. Chapman ext. 7097. Cut off date passed.

PEKING: British Energy Exhibition. 6-16 June 1979. Organised by Industrial and Trade Fairs International Ltd (021-705 6707). J. Ackroyd ext. 7317. Cut off date passed.

Technical, Chemical, Electronics, Engineering, Medical, Legal and Commercial Translations

- FRENCH
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TECHNICAL SPECIFICATIONS
INSTRUCTION MANUALS
LEGAL DOCUMENTS
CORRESPONDENCE · PATENTS, ETC.

1 OVERSEAS FAIRS AND SYMPOSIA
where BOTB support is planned or under consideration

LAS VEGAS: Society of Petroleum Engineers of the AIME Conference and Exhibition. 23-26 September 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date April 1979.

HOUSTON: Gastech LNG/LPG Conference and Exhibition. 13-16 November 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date May 1979.

1980

HOUSTON: 12th Annual Offshore Technology Conference. 5-8 May 1980. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date October 1979.

AMSTERDAM: European Exhibition for Petroleum Technology (Petrotech). May 1980. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

STAVANGER: Offshore North Sea Technology Conference and Exhibition (ONS'80). September 1980. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

Heating and ventilating

1979

PHILADELPHIA: International Air Conditioning, Heating, Refrigerating Exposition. 29 January-1 February 1979. Joint venture with Heating, Ventilating and Air Conditioning Manufacturers Association. Miss M. Thorogood ext. 7094. Cut off date passed.

FRANKFURT: 10th International Sanitation, Heating and Air Conditioning Exhibition (ISH). 28 March-1 April 1979. Joint venture with Heating, Ventilating and Air Conditioning Manufacturers Association (HEVAC). J. Irving ext. 690. Cut off date passed.

PARIS: 6th International Heating, Refrigerating and Air Conditioning Exhibition (Interclima) and 2nd European Exhibition of Refrigeration, Air Conditioning, Air Handling and Drying (Expoclima). 16-21 November 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

1980

UTRECHT: International Heating and Ventilating Exhibition. March 1980. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 9.8.79.

Horticulture and horticultural equipment

1979

COLOGNE: International Garden Trade Fair. September 1979. Joint venture with appropriate trade association. Miss S. Parkes ext. 7045. Cut off date not yet arranged.

Hospital, medical, surgical and dental equipment

1978

MANILA, PHILIPPINES: South East Asia Health Care Exhibition. 26-30 November 1978. Joint venture with British Health Care Export Council. R. D. Chapman ext. 7097. Cut off date passed.

1979

OSLO: Nor-Medex '79. 13-17 February 1979. Joint venture with British Health-Care Export Council. Miss L. M. O'Brien ext. 7207. Cut off date passed.

DUBAI: Middle East Health Exhibition. 24-28 February 1979. Joint venture with British Health-Care Export Council. G. M. Lyndsell ext. 7314. Cut off date passed.

ST LOUIS: 26th Congress of the Association of Operating Room Nurses. 4-9 March 1979. Joint venture with British Health-Care Export Council. Miss M. Thorogood ext. 7094. Cut off date passed.

UTRECHT: International Hospital Equipment Exhibition (Medica '79). 5-9 March 1979. Joint venture with British Health-Care Export Council. P. Crowe ext. 571. Cut off date passed.

SINGAPORE: International Medical and Hospital Equipment Exhibition and Conference (Medic Asia '79). 20-24 March 1979. Joint venture with British Health-Care Export Council. R. D. Chapman ext. 7097. Cut off date passed.

TOKYO: Japan Medical Equipment Exhibition (Harumi). 4-11 April 1979. Joint venture with British Health-Care Export Council. R. Grindley ext. 360. Cut off date passed.

MUNICH: German Surgical Society Congress and Exhibition (Chirurgie). 25-28 April 1979. Joint venture with British Surgical Export Group. J. A. Irving ext. 690. Cut off date 1.12.78.

ZAGREB: Medicine and Medical Aids Exhibition. 14-20 May 1979. Joint venture with British Surgical Export Group. Miss H. Goldberg ext. 7205. Cut off date passed.

DUSSELDORF: International Hospital Exhibition (Interhospital '79). 15-18 May 1979. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 7045. Cut off date passed.

KARLSRUHE: Trade Fair for Opticians (Optica). 19-22 May 1979. Joint venture with London Chamber of Commerce and Industry. J. A. Irving ext. 690. Cut off date passed.

CAIRO: International Exhibition of Hospital Equipment. 19-28 May 1979. Joint venture with British Health-Care Export Council. G. M. Lyndsell ext. 7314. Cut off date not yet arranged.

MOSCOW: International Exhibition of Equipment for the Production of Medical Apparatus (Medtekhnika). 18-27 July 1979. Joint venture with Birmingham Chamber of Commerce. H. Giles ext. 7213. Cut off date passed.

HAMBURG: European Radiological Congress and Exhibition. 4-8 September 1979. Joint venture with British Electrical and Allied Manufacturers Association (BEAMA). Mrs J. Collings ext. 7201. Cut off date passed.

TEL AVIV: International Hospital Equipment Exhibition. 15-19 October 1979. Joint venture with British Health-Care Export Council. P. Crowe ext. 571. Cut off date 20.4.79.

USA: American Society of Anaesthesiologists. October 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

BRUSSELS: 10th International Exhibition of Medical and Hospital Equipment. October 1979. Joint venture with appropriate trade association. Miss F. Sullivan ext. 7211. Cut off date not yet arranged.

USA: American Association of Respiratory Therapy. November 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

1980

PARIS: National Exhibition of Hospital Equipment. January 1980. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

USA: 27th Congress of the Association of Operating Room Nurses. March 1980. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

PARIS: International Exhibition of Optical Goods and Materials. May 1980. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

ZURICH: International Trade Fair for Hospital and Medical Equipment (IFAS). June 1980. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

Jewellery and giftware

1979

NEW YORK: International Jewellery Trade Fair. 11-14 February 1979. Joint venture with British Jewellery and Giftware Federation. Miss L. E. Novell ext. 7204. Cut off date passed.

NEW YORK: Gift Show. 25 February-2 March 1979. Joint venture with Westminster Chamber of Commerce. Miss L. E. Novell ext. 7204. Cut off date passed.

CHICAGO: Chicago Gift Show. February 1979. Joint venture with British Jewellery and Giftware Federation. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

TOKYO: British Export Marketing Centre (Jewellery, Personal Accessories and Leather Goods Exhibition). 27-31 March 1979. Sponsored by Export Council for the British Jewellery and Giftware Federation. Contact J. W. F. McConnell. J. Ackroyd ext. 7317. Cut off date passed.

BASLE: Swiss Industries Fair (7th European Watch, Clock and Jewellery Fair). 21 April-1 May 1979. Joint venture with: Export Council for the British Jewellery and Giftware Federation.
British Clock and Watch Manufacturers Association.
Ms P. Norfield ext. 7032. Cut off date passed.

NEW YORK: International Jewellery Trade Show. July 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

CHICAGO: Gift Show. July-August 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

CHICAGO: RJA International Jewellery Trade Show and Conference. August 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

NEW YORK: Gift Show. August 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

LOS ANGELES: Pacific Jewellery Show. August 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

PARIS: 67th Jewellery, Silverware, Clocks, Watches and Gifts Exhibitions (Bijorhca). 6-11 September 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

1980

NEW YORK: International Jewellery Trade Fair. February 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

NEW YORK: Gift Show. February 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

CHICAGO: Gift Show. February 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

PARIS: Business Gifts Fair. April 1980. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

BASLE: Swiss Industries Fair (8th European Watch, Clock and Jewellery Fair). April 1980. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

NEW YORK: International Jewellery Trade Show. July 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

CHICAGO: Gift Show. July/August 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

CHICAGO: RJA International Jewellery Trade Show. August 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

LOS ANGELES: Pacific Jewellery Show. August 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

NEW YORK: Gift Show. August 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

PARIS: Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorcha). September 1980. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

Laundry and allied services

1979

CHICAGO: World Educational Laundering and Cleaning Congress (Clean '79). 23-26 July 1979. Joint venture with Society of Laundry Engineers and Allied Trades. Miss M. Thorogood ext. 7094. Cut off date 18.12.78.

Leather, leather goods and fur

1978

OFFENBACH: International Leathergoods Fair. 29-31 October 1978. Joint venture with the Export Council for the British Jewellery and Giftware Federation. Mrs J. M. Collings ext. 7201. Cut off date passed.

1979

PIRMASENS: International Fair for Footwear Manufacture (IMS). 4-8 May 1979. Joint ventures with:
British Leather Federation.

Shoe and Allied Trades Research Association.
Mrs J. Collings ext. 7201. Cut off date passed.

NEW YORK: International Leather Goods Show. May 1979. Joint venture with British Jewellery and Giftware Federation. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

PARIS: International Leather Week. 8-11 September 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 6.3.79.

1980

PARIS: International Leather Week. September 1980. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

Motor vehicles, motor cycles and cycles

1978

CHICAGO: Automotive Parts and Accessories Association Show (APAA). 14-16 November 1978. Joint venture with Society of Motor Manufacturers and Traders Ltd. R. Grindley ext. 7274. Cut off date passed.

1979

MONTREAL: International Motor Show. January 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date passed.

NEW YORK: International Cycle Show. 18-20 February 1979. Joint venture with The Cycle and Motor Cycle Association Service Co Ltd. R. C. Grindley ext. 7242. Cut off date passed.

DETROIT: Society of Automotive Engineers Exposition and Congress (SAE). 26 February-1 March 1979. Joint venture with Society of Motor Manufacturers and Traders. R. C. Grindley ext. 7242. Cut off date passed.

LAS VEGAS: Pacific Automotive Show. 28 February-2 March 1979. Joint venture with Society of Motor Manufacturers and Traders. R. C. Grindley ext. 7242. Cut off date passed.

TORONTO: Automobile Show. February 1979. Joint venture with Society of Motor Manufacturers and Traders. R. Grindley ext. 7242. Cut off date 5.1.79.

CHICAGO: Automobile Show. February 1979. Joint venture with Society of Motor Manufacturers and Traders. R. C. Grindley ext. 7242. Cut off date 1.1.79.

CINCINNATI: Motor Cycle and Accessory Trade Show. February 1979. Joint venture with CMCA Service Company Ltd. R. C. Grindley ext. 7242. Cut off date passed.

MALMO: Motor Show. 3-11 March 1979. Joint venture with Society of Motor Manufacturers and Traders Association. Miss L. M. O'Brien ext. 7207. Cut off date passed.

GOTHENBURG: International Trade Fair for Garages and Car Repair (Auto '79). 7-11 March 1979. Joint venture with Society of Motor Manufacturers and Traders. Miss J. Humphris ext. 225. Cut off date passed.

AMSTERDAM: International Trade Fair for Garage Equipment and Motor Car Parts (Autovak). 26-31 March 1979. Joint venture with Society of Motor Manufacturers and Traders. Ms P. A. Norfield ext. 7092. Cut off date passed.

BELGRADE: International Motor Show. 30 March-8 April 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

GENEVA: International Exhibition for the Vehicle Industry (SITEV). 15-18 May 1979. Joint venture with Society of Motor Manufacturers and Traders. Ms P. A. Norfield ext. 7092. Cut off date passed.

LOS ANGELES: Imported Automobile Show. May 1979. Joint venture with Society of Motor Manufacturers and Traders. R. C. Grindley ext. 7242. Cut off date 1.4.79.

PRAGUE: 6th International Show of Motorist Technique (Autoprocess). June 1979. Joint venture with appropriate trade association. B. G. Rice ext. 7246. Cut off date not yet arranged.

FRANKFURT: International Motor Show. 13-23 September 1979. Joint venture with appropriate trade association. J. A. Irving ext. 690. Cut off date not yet arranged.

PARIS: International Motor Accessories (Equip Auto). 28 September-5 October 1979. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

MILWAUKEE: Off-Highway Vehicle Equipment Exhibition. September 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

COPENHAGEN: Auto-Teknik Trade Fair. September 1979. Joint venture with appropriate trade association. Miss L. O'Brien ext. 7207. Cut off date not yet arranged.

CHICAGO: Automotive Parts and Accessories Association Show (APAA). October 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

MILAN: International Cycle and Motor Cycle Exhibition. November 1979. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 1.5.79.

1980

SALZBURG: International Trade Exhibition for Spares, Accessories, Tools, Workshop and Service Station Equipment (Autozum). January 1980. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 19.7.79.

MONTREAL: International Auto Salon. January 1980. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

NEW YORK: International Cycle Show. February 1980. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

CHICAGO: Automobile Show. February 1980. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

DETROIT: Society of Automotive Engineers Expo and Congress. February/March 1980. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

MALMO: Motor Show. March 1980. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

NEW YORK: Auto Expo. March-April 1980. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

TURIN: International Motor Show. April/May 1980. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 18.10.79.

GENEVA: International Exhibition for the Vehicle Industry (SITEV). May 1980. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

MILWAUKEE: Off-Highway Vehicle Equipment Exhibition. September 1980. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

COLOGNE: International Bicycle and Motor Cycle Exhibition (IFMA). September 1980. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

FRANKFURT: International Exhibition of Automobile Workshop and Garage Equipment (Automechanika). September 1980. Joint venture with appropriate trade association. J. Irving ext. 690. Cut off date not yet arranged.

PARIS: International Motor Exhibition. October 1980. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

LAS VEGAS: International Motorcycle After Market Exposition. October 1980. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

Music and musical instruments

1979

CANNES: 13th International Record and Music Publishing Market (MIDEM). 19-25 January 1979. Joint ventures with:
British Phonographic Industry.
Music Publishers Association.
Miss H. Goldberg ext. 7205. Cut off date passed.

CHICAGO: National Association of Music Merchants Show. June 1979. Joint venture with appropriate trade association. R. C. Grindley ext. 7242. Cut off date not yet arranged.

1980

CANNES: 14th International Record and Music Publishing Market (MIDEM). January 1980. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

CHICAGO: National Association of Music Merchants Show. June 1980. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

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Office machinery and equipment

1978

COLOGNE: International Office Trade Fair (Orgatechnik). 24-29 October 1978. Joint venture with Business Equipment Trades Association. Mrs C. Miller ext. 7203. Cut off date passed.

1979

MUNICH: International Congress and Exhibition for Computer Systems and their Application (Systems). 17-21 September 1979. Joint venture with appropriate trade association. J. Irving ext. 690. Cut off date not yet arranged.

PARIS: 30th International Business Machines and Office Equipment (SICOB). 19-28 September 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

CHICAGO: National Office Products Association Show. October 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

1980

PARIS: International Business Machines and Office Equipment (SICOB). September 1980. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

COLOGNE: International Office Trade Fair (Orgatechnik). October 1980. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

CHICAGO: National Office Products Association Show. October 1980. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

Packaging machinery and materials, including containers

1978

CHICAGO: National Packaging Week. 30 October-3 November 1978. Joint venture with the Institute of Packaging. R. D. Chapman ext. 7097. Cut off date passed.

PARIS: 23rd International Packaging Exhibition. 13-18 November 1978. Joint venture with Institute of Packaging. Miss H. Goldberg ext. 7205. Cut off date passed.

1979

UTRECHT: International Packaging Exhibition (Macropak). 14-19 May 1979. Joint venture with Institute of Packaging. P. Crowe ext. 571. Cut off date 14.11.78.

ANAHEIM: Western Packaging Show. 18-20 September 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date February 1979.

TORONTO: Canadian National Packaging Exposition. 15-17 October 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date March 1979.

BAHRAIN: Middle East Materials Handling Show and Conference. 22-25 October 1979. Joint venture with appropriate trade association. G. M. Lyndsell ext. 7314. Cut off date not yet arranged.

GOTHENBURG: International Packaging Exhibition (Scanpack). 30 October-4 November 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date January 1979.

1980

BASLE: International Packaging Exhibition (Swisspack). June 1980. Joint venture with appropriate trade association. Ms P. Norfield ext. 7092. Cut off date not yet arranged.

MELBOURNE: Packaging and Printing Exhibition (Pakprint '80). 2-6 June 1980. Joint venture with British Printing Machinery. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

Photographic equipment

1979

NEW ORLEANS: National Audiovisual Convention and Exhibition. 12-15 January 1979. Joint venture with Association of British Manufacturers of Photographic, Cine, and Audio Visual Equipment. R. Grindley ext. 7242. Cut off date passed.

PRAGUE: 7th International Exhibition of Photographic, Film, Sound and Television Equipment and Material (Interkamera '79 Exhibition). 21-27 March 1979. Joint venture with Association of British Manufacturers of Photographic, Cine and Audio-Visual Equipment (BPEG). B. G. Rice ext. 7246. Cut off date passed.

CHICAGO: Photo Marketing Association Convention. April 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

ATLANTA: National Microfilm Association Annual Convention and Exposition. 8-10 May 1979. Joint venture with Business Equipment Trade Association. R. Grindley ext. 7242. Cut off date passed.

PARIS: 34th International Photographic, Cinema and Optical Exhibition. 20-29 October 1979. Joint venture with Association of British Manufacturers of Photographic, Cine and Audio Visual Equipment. F. Sullivan ext. 7211. Cut off date not yet arranged.

PARIS: International Exhibition of Cinema, Theatre and Convention Hall Equipment (CISCO). 22-26 October 1979. Joint venture with Association of British Manufacturers of Photographic, Cine and Audio Visual Equipment. F. Sullivan ext. 7211. Cut off date not yet arranged.

1980

BOSTON: National Microfilm Association Annual Convention and Exposition. May 1980. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

COLOGNE: World Fair of Photography (Photokina). September 1980. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

Pottery and glassware

1979

ATLANTIC CITY: China and Glass Show. 7-11 January 1979. Joint venture with Export Council for British Jewellery and Giftware Federation. Miss L. E. Novell ext. 7242. Cut off date passed.

PARIS: 67th Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca). 14-18 January 1979. Joint venture with British Ceramic Manufacturers Federation. F. Sullivan ext. 7211. Cut off date passed.

1980

ATLANTIC CITY: China and Glass Show. January 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

Printing, stationery and printing machinery

1979

AMSTERDAM: International Screen Printing Exhibition (FESPA). 25-28 April 1979. Joint venture with Display Producers and Screen Printers Association. Ms P. A. Norfield ext. 7092. Cut off date passed.

MILAN: International Paper and Printing Exhibition (GEC). 19-27 May 1979. Joint venture with British Printing Machinery Association. P. Crowe ext. 571. Cut off date passed.

British Export Marketing Centre Tokyo

The British Overseas Trade Board considers that the Japanese market continues to offer new and exciting growth prospects for a wide range of British exports. For a single fee of £200 or whatever rate is applicable at the time of the exhibition firms can participate in official trade exhibitions being held in the British Export Marketing Centre, Tokyo, which was opened in September 1973. The board will provide free of charge the floor space and a shell stand and mount the exhibits. It will also arrange to ship all exhibits to Tokyo free of charge from a central point in Britain. Before each exhibition it will mount a major advertising and publicity campaign in Japan to attract potential customers. In addition, exhibiting firms will be able to claim £505 towards the cost of sending each of up to two representatives to man the stands during the exhibition. The centre is available to British companies, or their agents, wishing to mount individual product exhibitions for a charge of £65 a day. It is also available to companies wishing to hold seminars and conferences and there are facilities for audio-visual presentations and catering and simultaneous interpretation. A charge of £6.50 an hour will be made. Further information on the centre and its facilities can be obtained from Fairs and Promotions Branch (01-248 5757 ext. 663/7317/360).

The programme of exhibitions for 1978 is now complete. The programme of exhibitions for 1979 is now under consideration and information may be obtained from the Board's Export to Japan Unit (01-248 5757 ext. 614/232).

Official British trade exhibitions November 1978 to November 1979

Materials Testing Equipment Exhibition. 7-11 November 1978. Sponsored by British Institute of Non-Destructive Testing (I. M. Barnes, 0702 354252). FPB contact J. L. Ackroyd ext. 7317. Cut off date passed.

Combustion and Heat Treatment Equipment. 5-9 December 1978. Sponsored by Westminster Chamber of Commerce (I. Hutchison 01-734-2851). FPB contact R. Grindley ext. 360. Cut off date passed.

Oceanics and Offshore Equipment Exhibition. 6-10 February 1979. Sponsored by the Association of British Oceanic Industries (M. Armstrong, 01-930 1696/7). FPB contact R. Grindley ext. 360. Cut off date passed.

Education Equipment Exhibition. 20-24 February 1979. Sponsored by the British Educational Equipment Association (J. V. Savage, 01-247 9320). FPB contact J. L. Ackroyd ext. 7317. Cut off date passed.

Jewellery, Personal Accessories and Leather Goods Exhibition. 27-31 March 1979. Sponsored by the Export Council for the British Jewellery and Giftware Federation (J. W. F. McConnell 01-606 2451). FPB contact J. L. Ackroyd ext. 7317. Cut off date passed.

Carpet Exhibition. 10-14 April 1979. Sponsored by the British Carpet Manufacturers Association (G. H. Davidson 01-839 2145). FPB contact J. Ackroyd ext. 7317. Cut off date passed.

Furniture Exhibition. 15-19 May 1979. Sponsored by BFM Exports (J. Diab, 01-724 0857/8). FPB contact R. Grindley ext. 360. Cut off date passed.

Construction Equipment and Materials Exhibition. 29 May-2 June 1979. Sponsored by the Building Centre Group (D. Clayton, 01-637 1022). FPB contact R. Grindley ext. 360. Cut off date passed.

Household Textiles Exhibition (Provisional). 12-16 June 1979. Sponsored by an appropriate trade association. FPB contact J. L. Ackroyd ext. 7317. Cut off date passed.

Outdoor Leisure Exhibition. 24-28 July 1979. Sponsored by the Camping Trades Association (R. Saunders, Uxbridge 33372). FPB contact R. Grindley ext. 360. Cut off date 20.10.78.

Housewares and Giftwares Exhibition (Provisional). 4-8 September 1979. Sponsored by the Hardware Manufacturers Association (Richard Grier, 02403 21431). FPB contact J. L. Ackroyd ext. 7317. Cut off date not yet arranged.

Environmental Engineering and Technology Exhibition (Provisional). 18-22 September 1979. Sponsored by the Engineering Industries Association (W. E. Clayfield, 01-863 9188). FPB contact R. Grindley ext. 360. Cut off date not yet arranged.

Electro-Optics and Laser Exhibition (Provisional). 16-20 October 1979. Sponsored by the SIRA Institute (A. Seatherton, 01-467 2636). FPB contact J. L. Ackroyd, ext. 7317. Cut off date not yet arranged.

Do-It-Yourself and Hobbycraft Equipment Exhibition (Provisional). 13-17 November 1979. Sponsored by the Birmingham Engineering and Building Centre (D. Perkins, 021-643 1914). FPB contact R. Grindley ext. 360. Cut off date not yet arranged.

NEW YORK: Stationery Show. 20-23 May 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

BRNO: International Packaging and Printing Exhibition (Embex-Print). 25-30 June 1979. Joint venture with London Chamber of Commerce. B. G. Rice. ext. 7246. Cut off date passed.

1980

ZAGREB: International Fair of Printing and Paper Industry (Intergrafika). March 1980. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

CHICAGO: Print '80. International Graphic Arts Exposition. 12-19 April 1980. Joint venture with British Printing Machinery Association. R. D. Chapman ext. 7097. Cut off date passed.

NEW YORK: Stationery Show. May 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

Scientific instruments and nuclear equipment

1978

POZNAN: International Special Exhibition for Testing, Measurement, Automation and Electronics (Mezura '78). 14-18 November 1978. Joint venture with SIRA Institute. B. C. Rice ext. 7246. Cut off date passed.

PEKING: All British Scientific Instruments Exhibition/Seminar. 14-25 November 1978.
Sponsor:
Scientific Instrument Manufacturers Association.
L. J. Nolder tel. 01-727 2614.
R. C. Grindley ext. 360. Cut off date passed.

1979

CLEVELAND: Pittsburg Conference on Analytical Chemistry and Applied Spectroscopy. 5-9 March 1979. Joint venture with Scientific Instrument Manufacturers Association. R. D. Chapman ext. 7097. Cut off date passed.

DALLAS: Federation of American Societies of Experimental Biology and Conference. 4-8 April 1979. Joint venture with Scientific Instrument Manufacturing Association. R. D. Chapman. Cut off date passed.

FRANKFURT: Chemical Engineering, Exhibition and Congress (Achema). 17-23 June 1979. Joint ventures with:
Process Plant Association.
British Laboratory Ware Association.
Scientific Instrument Manufacturers Association.
Mrs J. M. Collings ext. 7201. Cut off date passed.

MUNICH: Exhibition for Electro-Optical Systems and their Application in Industry and Research (Laser '79). 2-6 July 1979. Joint venture with Sira Institute. Mrs J. M. Collings. Cut off date 30.12.78.

TOKYO: British Export Marketing Centre (Electro-Optics and Laser Exhibition). 16-20 October 1979.
Sponsored by the SIRA Institute.
Contact A. Seatherton tel. 01-467 2636.
J. L. Ackroyd ext. 7317. Cut off date not yet arranged.

PARIS: 7th International Exhibition of Measurement Control Regulation and Automation (Mesucora). 10-15 December 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

1980

ZURICH: International Trade Fair for High Precision Techniques Dimensional Measurement and Control (Microtechnic). February 1980. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

CLEVELAND: Pittsburg Conference on Analytical Chemistry and Applied Spectroscopy. March 1980. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date September 1979.

ANAHEIM: Federation of American Societies of Experimental Biology and Conference. 14-17 April 1980. Joint venture with appropriate trade association. R. D. Chapman ext 7097. Cut off date October 1979.

MUNICH: International Exhibition and Congress for Bio-Chemical Analysis (Analytica). 28 April-2 May 1980. Joint venture with appropriate trade association. J. A. Irving ext. 690. Cut off date not yet arranged.

DUSSELDORF: International Congress and Exhibition for Instrument and Automation (Interkama). October 1980. Joint venture with appropriate trade association. Mrs C. Miller ext 7203. Cut off date not yet arranged.

Ships and boats

1978

COPENHAGEN: International Boat Show. 11-19 November 1978. Joint venture with Ship and Boat Builders National Federation. Miss L. M. O'Brien ext. 7207. Cut off date passed.

AMSTERDAM: International Shipbuilding, Marine Equipment and Port Equipment Exhibition (Europort). 14-18 November 1978. Joint venture with London Chamber of Commerce and Industry. Ms P. A. Norfield ext. 7092. Cut off date passed.

1979

DUSSELDORF: International Boat Show. 20-28 January 1979. Joint venture with Ship and Boat Builders National Federation. Miss L. M. O'Brien ext. 7207. Cut off date passed.

PARIS: International Pleasure Boat Exhibition. 11-22 January 1979. Joint venture with Ship and Boatbuilders National Federation. F. Sullivan ext. 7211. Cut off date passed.

GOTHENBURG: International Boat Show. 2-11 February 1979. Joint venture with Ship and Boatbuilders National Federation. Miss L. M. O'Brien ext. 7207. Cut off date passed.

SINGAPORE: Asia Marine. 6-9 February 1979. Joint venture with British Marine Equipment Council. R. D. Chapman ext. 7097. Cut off date passed.

MIAMI: International Boat Show. 22-28 February 1979. Joint venture with Ship and Boatbuilders National Federation. J. E. Henderson ext. 318. Cut off date passed.

AMSTERDAM: International Sail and Power Boat Show (Hiswa). 2-11 March 1979. Joint venture with Ship and Boatbuilders National Federation. Ms P. A. Norfield ext. 7092. Cut off date 30.11.78.

TOKYO: International Boat Show. 23-27 March 1979. Joint venture with Ship and Boat Builders National Federation. J. Ackroyd ext. 7317. Cut off date passed.

OSLO: Boat Show. 23 March-1 April 1979. Joint venture with Ship and Boat Builders National Federation. Miss L. M. O'Brien ext. 7207. Cut off date passed.

OSLO: International Shipping Exhibition (Nor-Shipping '79). 7-12 May 1979. Joint venture with London Chamber of Commerce. Miss L. M. O'Brien ext. 7207. Cut off date passed.

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1 OVERSEAS FAIRS AND SYMPOSIA
where BOTB support is planned or under consideration

CHICAGO: Marine Trades Exhibition and Conference. September 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

HAMBURG: Emtec and International Boat Show. 20-28 October 1979. Joint venture with appropriate trade association. Mrs J. M. Collings. Cut off date not yet arranged.

RIO DE JANEIRO: Marine Exhibition (Riomar). October 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

ANNAPOLIS: United States Sailboat Show. October 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

GENOA: International Boat Show. October 1979. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 1.3.79.

COPENHAGEN: Boat Show. 10-18 November 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

AMSTERDAM: International Shipbuilding, Marine and Port Equipment Exhibition (Europort). November 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

1980

PARIS: International Pleasure Boat Exhibition. January 1980. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

GOTHENBURG: International Boat Show. 1-10 February 1980. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

MIAMI: International Boat Show. February 1980. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

OSLO: International Boat and Motor Show. 14-23 March 1980. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

AMSTERDAM: International Sail and Power Boat Show (Hiswa). March 1980. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

ATHENS: International Shipping Exhibition (Posidonia). 5-10 June 1960. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

HAMBURG: International Exhibition and Congress for Ship, Machinery and Marine Technology. 23-27 September 1980. Joint venture with appropriate trade association. Mrs J. M. Collings ext. 7201. Cut off date not yet arranged.

HAMBURG: Emtec and International Boat Show. 18-26 October 1980. Joint venture with appropriate trade association. Mrs J. M. Collings. Cut off date not yet arranged.

GENOA: International Boat Show. October 1980. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 1.3.80.

Sports goods and camping equipment, including caravans

1978

AMSTERDAM: Caravan Exhibition. 9-17 December 1978. Joint venture with National Caravan Council. Ms P. A. Norfield ext. 7092. Cut off date passed.

1979

CHICAGO: National Sporting Goods Association Show. 8-11 February 1979. Joint ventures with:
Federation of British Manufacturers of Sports and Games.
Camping Trades Association.
R. Grindley ext. 7242. Cut off date passed.

MUNICH: International Sports Equipment Fair (ISPO). 22-25 February 1979. Joint venture with British Sports and Allied Industries Federation. J. Irving ext. 690. Cut off date passed.

ESSEN: International Exhibition for Horse Sports, Leisure time Riding and Horsekeeping (Equitana '79). 7-12 March 1979. Joint venture with British Agricultural Export Council. Mrs J. M. Collings ext. 7201. Cut off date passed.

COLOGNE: International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (Spoga). September 1979. Joint ventures with appropriate trade associations. Miss S. Parks ext. 7045. Cut off date not yet arranged.

COLOGNE: International Exhibition of Sports Facilities and Bath Installations. 17-20 October 1979. Joint ventures with:
British Lawn Bowls Group.
Building Centre.
Miss S. Parkes ext. 7045. Cut off date 6.1.79.

AMSTERDAM: Caravan Exhibition. December 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

1980

HOUSTON: National Sporting Goods Association Show. January 1980. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

Textiles and textile machinery

1978

FRANKFURT: International Textiles for Clothing Exhibition (Interstoff). 21-24 November 1978. Joint venture with National Wool Textile Export Corporation. J. Irving ext. 690. Cut off date passed.

1979

FRANKFURT: International Trade Fair for Home Furnishing Textiles (Heimtextil). 10-14 January 1979. Joint ventures with:
National Wool Textile Export Corporation.
Irish Linen Guild.
British Carpet Manufacturers Association.
Mrs J. A. Collings ext. 7201. Cut off date passed.

FRANKFURT: International Textiles for Clothing Exhibition (Interstoff). 15-18 May 1979. Joint venture with appropriate trade association. J. Irving ext. 690. Cut off date not yet arranged.

ATLANTIC CITY: Knitting Arts Exhibition. May 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

TOKYO: British Export Marketing Centre (Household Textiles Exhibition). 12-16 June 1979. Sponsored by an appropriate trade association. J. L.Ackroyd ext. 7317. Cut off date 30.10.78.

ATLANTA: Bobbin Show. September 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

1980

FRANKFURT: International Trade Fair for Home Furnishing Textiles (Heimtextil). 9-13 January 1980. Joint ventures with appropriate trade associations. Mrs J. M. Collings ext. 7201. Cut off date not yet arranged.

FRANKFURT: International Textiles for Clothing Exhibition (Interstoff). May 1960. Joint venture with appropriate trade association. J. Irving ext. 690. Cut off date not yet arranged.

GREENVILLE, SOUTH CAROLINA: American Textile Machinery Exhibition International (Atme-1). 16-24 October 1980. Joint venture with British Textile Machinery Association. Miss M. Thorogood ext. 7094. Cut off date 16.4.80.

Toys and games

1979

NUREMBERG: International Toy Fair. 1-7 February 1979. Joint venture with British Toy and Hobby Manufacturers Association. J. Irving ext. 690. Cut off date passed.

NEW YORK: American Toy Fair. 18-21 February 1979. Joint venture with British Toy And Hobby Manufacturers Association. R. C. Grindley ext. 7242. Cut off date passed.

SYDNEY: International Toy and Sporting Goods Trade Fair. 11-14 March 1979. Joint venture with British Toy and Hobby Manufacturers Association Ltd. Miss L. E. Novell ext. 7204. Cut off date passed.

1980

NEW YORK: American Toy Fair. February 1980. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

NUREMBERG: International Toy Fair. February 1980. Joint venture with appropriate trade association. J. Irving ext. 690. Cut off date not yet arranged.

Watches and clocks

1979

BASLE: Swiss Industries Fair (7th European Watch, Clock and Jewellery Fair). 21 April-1 May 1979. Joint venture with:
Export Council for the British Jewellery and Giftware Federation.
British Clock and Watch Manufacturers Association.
Ms P. A. Norfield ext. 7092. Cut off date passed.

1980

BASLE: Swiss Industries Fair (8th European Watch, Clock and Jewellery Fair). April 1980. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

Water, effluent and air treatment plant, including anti-pollution, cleaning and refuse disposal equipment

1978

PARIS: International Industrial Cleaning and Waste Disposal Exhibition (Internet Expo). 5-9 December 1978. Joint venture with British Electrical and Allied Manufacturers Association (BEAMA). Miss H. Goldberg ext. 7205. Cut off date passed.

PARIS: International Exhibition of Techniques for Control of Industrial and Urban Pollution (Pollutec). 5-9 December 1978. Joint venture with Birmingham Chamber of Industry and Commerce. Miss H. Goldberg ext. 7205. Cut off date passed.

1979

MOSCOW: International Exhibition of Instruments, Equipment and Means of Automatization for Natural Environment and Pollution Sources Control. 28 February-12 March 1979. Joint venture with Scientific Instrument Manufacturers Association. H. Giles ext. 7213. Cut off date passed.

TOKYO: International Anti-Pollution Exhibition (Apex '79). March 1979. Joint venture with appropriate trade association. R. C. Grindley ext. 360. Cut off date not yet arranged.

AMSTERDAM: International Cleaning and Maintenance Exhibition (Interclean). 8-11 May 1979. Joint venture with British Electrical and Allied Manufacturers Association. Ms P. A. Norfield ext. 7092. Cut off date passed.

SINGAPORE: International Environmental Engineering Exhibition (Enviro '79). 13-17 August 1979. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date not yet arranged.

1980

DUSSELDORF: ITF and Congress for Engineering in Environmental Protection (Envitec). 11-15 February 1980. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

DUSSELDORF: International Trade Fair for Industrial Cleaning and Works Hygiene (IGB). October 1980. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

MILAN: Antipollution Exhibition. October/November 1980. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 30.3.80.

Other specialised fairs

1978

KORTRIJK: International Biennial of Interior Design (Interieur '78). 21-29 October 1978. Joint venture with Design Council. F. Sullivan ext. 7211. Cut off date passed.

ESSEN: International Postage Stamp Exhibition. 1-5 November 1978. Joint venture with Philatelic Traders' Society Ltd. J. Irving ext. 690. Cut off date passed.

ESSEN: 5th International Sheet Metal Working and Forming Exhibition (Blech '78). 7-11 November 1978. Joint venture with Birmingham Chamber of Industry and Commerce. Mrs J. M. Collings ext. 7201. Cut off date passed.

DUSSELDORF: International Trade Fair for Swimming Pools, Saunas, Medicinal Baths (Interbad). 8-12 November 1978. Joint venture with Birmingham Engineering and Building Centre. Mrs C. Miller ext. 7203. Cut off date passed.

ASEAN's island market-place.

Industrial and Trade Fairs, the world's leading organiser of industrial and trade fairs, has commenced operations in Singapore.

In association with Times Publishing of Singapore, a new company has been formed, ITF Pte Ltd, which from July 1979 will be presenting a programme of specialised international events to meet the growing business plans of ASEAN countries.

ASEAN is a community of nations ready to work together with international business to develop their own resources and industries. Singapore, because of its situation and its first class international communications, is ASEAN's natural trading centre.

The first events planned by ITF Pte Ltd for the World Trade Centre, Singapore are:

1979	
16–20 July	WOOD 79 – The International Forestry Development, Timber Processing and Woodworking Exhibition.
13–17 August	ENVIRO 79 – The International Environmental Engineering Exhibition.
1980	
26–30 May	International Mining, Tunnelling and Quarrying Exhibition.
23–27 June	International Food Processing and Packaging Exhibition (incorporating baking, brewing and bottling).
15–19 September	RUBBERPLAS 80 – International Rubber and Plastics Exhibition.

For further information contact:

Patrick G Robinson
Director and General Manager
ITF Pte Ltd
Suite 804 World Trade Centre
1 Maritime Square Singapore 4

Martin Kinna
Industrial and Trade Fairs
International Ltd
9 Argyll Street London W1V 2HA
Tel: 01-437 1622

The greatest business shows on earth

How ITF can take to the Far East

Industrial and Trade Fairs International Ltd., are part of the largest independent organisers of exhibitions and fairs in the world, with vast experience in export markets in almost every continent on the globe.

And especially the Far East.

In Singapore, the area's major trading centre, and in the fast-growing Korea, ITFI can provide a unique opportunity for exporters to demonstrate and exhibit their products and services in the kind of atmosphere conducive to good business relationships.

Singapore

Industrial and Trade Fairs International Ltd, have a subsidiary in Singapore, ITF Pte Ltd, formed jointly with the Times Organisation of Singapore.

Together ITFI Ltd. and the Times Organisation have an unrivalled knowledge of the area; and already a number of exhibitions have been arranged for 1979 and 1980.

Wood '79, International Forestry, Timber Processing and Woodworking Exhibition
16-20 July World Trade Centre, Singapore.

Enviro '79 The International Environmental and Engineering Exhibition
13-17 Aug. World Trade Centre, Singapore.

International Laundry, Dry Cleaning and Allied Trades Exhibition.
28 January – 1 February 1980 World Trade Centre, Singapore.

International Mining, Tunnelling and Quarrying Exhibition
26-30 May World Trade Centre, Singapore.

Foodmach '80 Food Processing and Packaging Exhibition
23-27 June World Trade Centre, Singapore.

Rubberplas '80 International Rubber and Plastics Exhibition
15-19 Sept. World Trade Centre, Singapore.

And that's not all.

ITFI are currently carrying out a thorough-going investigation into future export opportunities in the Far East, and you can confidently expect exhibitions covering many other fields of endeavour to be announced.

Korea

Korea is a rapidly developing industrial nation, hungry for new technology with which to help build the country.

As such, it represents a potentially profitable market-place for all kinds of products and services.

ITFI's market research indicates that six areas are particularly relevant to the nation's current need.

1 Ship-building, marine and port installations.
2 Textile machinery.
3 Mining machinery.
4 Chemicals and chemical technology.
5 Packaging machinery and materials.
6 Machine tools and metal working machinery.

British industry

These six areas will be the subject of events to be held during 1980 and 1981.

As befits these specialist international events, ITFI have secured tenancies in the brand new Exhibition Centre currently being constructed in Seoul, the political and commercial capital of Korea.

Modelled on our National Exhibition Centre, it will provide a fitting location for these important exhibitions.

Naturally, as more market research is carried out, further exhibitions will be scheduled, taking British Industry to the Far East.

The rest of the world

But ITFI's activities aren't confined to the Far East.

Over the last few years, they have successfully organised exhibitions in places as far apart as Argentina and China.

The World Fishing Exhibition, to be held in Copenhagen, Denmark from 2nd to 9th June 1980, is being organised by ITFI.

And ITFI have also been responsible for organising a number of exhibitions on behalf of BOTB.

Currently, they are working on TIB '78, Tecnologia Industrial Britanica, to be held in the Palacio De Los Deportes, Mexico DF from 8th-17th November and the British Energy Exhibition to be held at the Exhibition Centre in Peking from 6th to 16th June 1979.

It all adds up to a service which exporters in Britain should find invaluable to their trade.

Because ITFI can take British Industry to the Far East, and the whole world.

For further details, contact

Industrial and Trade Fairs International Ltd,
Radcliffe House, Blenheim Court,
Solihull, West Midlands, B91 2BG.
Telephone 021-705 6707. *Telex* 337073.
Cables Indatfa Solihull.

Or ITF Pte Ltd,
Suite 804, World Trade Centre,
1 Maritime Square, Singapore 4.
Telephone 2711013. *Telex* 26085 AB FAIRS,
Cables Exposhows Singapore.

1 OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration

ATLANTA: IAAPA Outdoor Amusement and Souvenir Novelty Exposition. 18-20 November 1978. Joint venture with British Amusement Catering Trades Association. R. C. Grindley ext. 7242. Cut off date passed.

1979

AMSTERDAM: International Fire Service Exhibition. 23-27 January 1979. Joint venture with Birmingham Chamber of Industry and Commerce. Ms P. A. Norfield ext. 7092. Cut off date passed.

TOKYO: British Export Marketing Centre (Educational Equipment Show). 20-24 February 1979. Sponsor:
British Educational Equipment Association.
Contact: J. V. Savage tel. 01-247 9320.
J. L. Ackroyd ext. 7317. Cut off date passed.

ATLANTA: World Fair for Technology Exchange. 27 February-2 March 1979. Joint venture with London Chamber of Commerce and Industry. Miss M. Thorogood ext. 7094. Cut off date passed.

ESSEN: International Exhibition for Horse Sports, Leisure time Riding and Horsekeeping (Equitana '79). 7-12 March 1979. Joint venture with British Agricultural Export Council. Mrs J. M. Collings ext. 7201. Cut off date passed.

DUSSELDORF: European Education Materials Exhibition (17th Didacta). 27-31 March 1979. Joint venture with:
Book Development Council.
British Educational Equipment Association.
Mrs C. Miller ext. 7203. Cut off date passed.

CINCINNATI: American Ceramic Society. 30 April-2 May 1979. Joint venture with British Ceramic Plant and Machinery Manufacturers Association. Miss M. Thorogood ext. 7092. Cut off date passed.

PIRMASENS: International Fair for Footwear Manufacture (IMS). 4-8 May 1979. Joint ventures with:
British Leather Federation.
Shoe and Allied Trades Research Association.
Mrs J. M. Collings ext. 7201. Cut off date passed.

PHILADELPHIA: International Powder and Solids Handling and Processing Exhibition. 15-17 May 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

MOSCOW: International Exhibition for Land Reclamation (Melioracia '79). 24 May-3 June 1979. Joint venture with Birmingham Chamber of Commerce and Industry. H. Giles ext. 7213. Cut off date passed.

FRANCE: 7th International Surface Treatment and Industrial Finishing. May 1979. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

PARIS: International Pet Trade Fair. May 1979. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date 30.10.78.

ISTANBUL: International Mining Congress and Exhibition. May 1979. Joint venture with appropriate association. Ms P. A. Norfield ext. 7092. Cut off date 1.11.78.

FRANKFURT: Chemical Engineering, Exhibition and Congress (Achema). 17-23 June 1979. Joint ventures with:
Process Plant Association.
British Laboratory Ware Association.
Scientific Instrument Manufacturers Association.
Mrs J. M. Collings ext. 7201. Cut off date passed.

BASLE: International Art Fair. June 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

BATON ROUGE, LOUISIANA: Annual Exhibition of Education Resources. June 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

MOSCOW: International Exhibition of Veterinary Preparations, Instruments and Equipment, and 21st Veterinary Congress. 3-14 July 1979. Joint ventures with Association of the British Pharmaceutical Industry. H. Giles ext. 7213. Cut off date passed.

SYDNEY: Australia's International Education Exhibition. 17-20 July 1979. Joint venture with Industrial Council for Education and Training Technology Ltd. Miss L. E. Novell ext. 7204. Cut off date 17.1.79.

TOKYO: British Export Marketing Centre (Outdoor Leisure Exhibition). 24-28 July 1979.
Sponsored by Camping Trades Association.
Contact R. Saunders tel. Uxbridge 33372.
R. Grindley ext. 360. Cut off date passed.

DETROIT: National Material Handling Show. 10-13 September 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

PARIS: Europrotection. 18-21 September 1979. Joint venture with London Chamber of Commerce. F. Sullivan ext. 7211. Cut off date not yet arranged.

HELSINKI: International Technical Fair (Elkom). 6-10 November 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

USA: International Association of Firechiefs Annual Conference. September 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

DUBLIN: International Education and Training Exhibition and Conference (ETEX). September 1979. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

UTRECHT: International Security Exhibition (Security). October 1979. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 1.4.79.

TOKYO: British Export Marketing Centre (Do-it-Yourself and Hobbycraft Equipment Exhibition). 13-17 November 1979.
Sponsored by Birmingham Engineering and Building Centre.
Contact D. Perkins tel. 021-643 1914.
R. Grindley ext. 360. Cut off date not yet arranged.

NEW ORLEANS: IAAPA Outdoor Amusement and Souvenir Novelty Exposition. November 1979. Joint venture with appropriate trade association. R. Grindley ext. 7242. Cut off date not yet arranged.

DUSSELDORF: Industrial Safety and Factory Hygiene Exhibition and Congress. November 1979. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

1980

UTRECHT: Exhibition of Material and Equipment for use in Leisure, Activities (Kreatief). January 1980. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 31.7.79.

SYDNEY: Australia's International Consumer Goods Exhibition (Consumer '80). Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

USA: World Fair for Technology Exchange. February/March 1980. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

PIACENZA: International Button Fair. April 1980. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 31.10.79.

MYTLEFORD: Forest Industries Machinery Exhibition (FIME). April 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

UTRECHT: VAT Subcontractors Exhibition. April 1980. Joint venture with appropriate trade association. P. Crowe ext. 571. Cut off date 30.8.79.

USA: American Ceramic Society Meeting. April 1980. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

WIESBADEN: International Trade Fair for Pet Supplies (Interzoo). 2-4 May 1980. Joint venture with appropriate trade association. Mrs J. M. Collings ext. 7201. Cut off date not yet arranged.

USA: American Coal Show. May 1980. Joint venture with appropriate trade association. R. D. Chapman ext. 7097. Cut off date September 1979.

COPENHAGEN: 9th World Fishing Exhibition. 2-9 June 1980. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7207. Cut off date not yet arranged.

BASLE: International Art Fair. June 1980. Joint venture with appropriate trade association. Ms P. A. Norfield ext. 7092. Cut off date not yet arranged.

SYDNEY: International Congress on Accoustics. July 1980. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

LOUISVILLE: International Woodworking Machinery and Furniture Supply Fair. September 1980. Joint ventures with appropriate trade associations. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

KORTRIJK: International Biennial of Interior Design Interior '80. October 1980. Joint venture with appropriate trade association. F. Sullivan ext. 7211. Cut off date not yet arranged.

DUSSELDORF: International Trade Fair for Industrial Cleaning and Works Hygiene (ICB). October 1980. Joint venture with appropriate trade association. Mrs. C. Miller ext. 7203. Cut off date not yet arranged.

2 STORE PROMOTIONS

Where BOTB support is planned or under consideration

BOTB contact for all Store Promotions: T. G. Webb, tel. 01-248 5757 ext. 7090 or ext. 7183.

1978

VIENNA and other cities. 30 October-11 November 1978. Gerngross (Food, Cosmetic and Perfumery Promotion). Herr Drmf. Haromi. A. Gerngross Kaushans Gesellschaft MBH 1070 Vienna 7. Mariahilfer Strasse 38-48. London Office: Mr G. Rogers, Portman (Wholesale and Overseas) Ltd. 40 Duke Street, London W1., tel. 01-629 8805.

TEL AVIV: 10-22 December 1978. Hamashbir Lazarchan. Mr G. Rogers, Portman (Wholesale and Overseas) Ltd., 40 Duke Street, London W1., 01-629 8805.

1979

HALIFAX: January 1979. Sobeys (Food Promotion). Mr F. J. Hickey, Vice-President Sobeys Stores Ltd, 115 King Street, Stellarton, Nova Scotia. Box 150.

DOHA: 17-23 February 1979. The Centre. Mr Tim Dudman, MDO Ltd, 56/58 Beauchamp Place, London SW3.

MELBOURNE and other cities. 17 February-3 March 1979. Myers. Mr F. W. Stevens, Myers, Melbourne House, 8-12 Brook Street, London W17 2AN, 01-499 1543.

DETROIT: February 1979. Borman Farmer Jack Stores. Food Promotion, Mr Lee Feller Alliance Foods Inc, 605 W. Chicago Street, Coldwater, Michigan 49036.

TEL AVIV: May 1979. Supersol Ltd, 35 Stores. Mr G. Rogers, Portman (Wholesale and Overseas) Ltd, 40 Duke Street, London W1, 01-629 8805.

PARIS: September/October 1979. 'Au Printemps SP', 65 Boulevard Hausman, Paris 9e.

BANGKOK: Autumn 1979. Central Department Store Co Ltd.

TOKYO and other cities: Autumn 1979. Mitsukoshi Department Store Promotion. UK inquiries: Mitsukoshi (UK) Ltd, 5th Floor, Kent House, 87 Regent Street, London W1R 8NB, 01-437 6346.

DALLAS, TEXAS: October 1979 (2 weeks). Neiman Marcus (speciality stores). Godfrey Jenkins, Gimbel Brothers, Elsley House, 24-30 Great Titchfield Street, London W1P 8ED, 01-637 3931.

EEC information

The EEC Information Unit helps firms of all types and sizes by answering general questions about EEC membership.
The unit's address is:
EEC Information Unit,
Department of Industry,
1 Victoria Street,
London SW1H 0ET.
Tel. 01-215 4301 (six lines).

3

MISSIONS

Where BOTB support is planned or under consideration

INWARD MISSIONS

ALREADY ARRANGED

Austria, October 1978: Hand Tools. Federation of British Hand Tools Manufacturers (W. R. Eccles 0742-663084).

Venezuela, October 1978: Mining Equipment. Association of British Mining Equipment Exporters (R. Buckley 0742-21071).

Finland, Denmark, Norway, October 1978: Foodstuffs. British Food Export Council (P. C. Platten 01-480 6594/5).

USA, October 1978: Book Publishing. Book Development Council (Miss O. Checkley 01-580 6321).

Sweden, October 1978: Finance and Banking. Committee on Invisible Exports (Miss G. Murdoch 01-628 3161).

Romania, November 1978: Mining Equipment. Association of British Mining Equipment Exporters (R. Buckley 0742-21071).

West Germany, October 1978: Computer Software. Computing Services Association (A. A. Benjamin 01-405 2171/2).

Egypt, October 1978: Building Materials. Building Centre (W. Bridge 01-637 1022).

Europe, October 1978: Domestic Electrical Equipment. Association of Manufacturers of Domestic Electrical Equipment (K. M. Hendley 437 0678).

Korea to Japan, November 1978: Materials Testing Equipment. (S. H. Moger: 01-248 5757 ext. 463).

Venezuela, November 1978: Building Materials. Building Centre (W. Bridge 01-637 1022).

UNDER CONSIDERATION

France, November 1978: Contemporary/Modern Kitchen Furniture. Kitchen Furniture Manufacturers Association (P. Kynaston 0243 21431).

Korea: Busan Mass Transit System. (BOTB contact H. Finch 01-248 5757 ext. 379).

Belgium: British Footwear Manufacturers Federation. (Mrs C. M. Long 01-437 5573).

France: Inner City Rehabilitation. (BOTB contact H. Finch 01-248 5757 ext. 379).

Iraq: Fire Protection Equipment. Council of British Fire Protection Equipment Manufacturers (BOTB contact C. Logier 01-248 5757 ext. 680).

Nigeria: Plastics. British Plastics Federation (Miss F. Munro 01-235 9483).

Israel: Agricultural Equipment. Agricultural Engineers Association (E. C. Lanning 01-828 7973/6).

Spain: Fire Protection Equipment. Council of British Fire Protection Equipment Manufacturers (BOTB contact C. Logier. 01-248 5757 ext. 680).

Denmark: Footwear. British Footwear Manufacturers Association (Mrs. C. M. Long 01-437 5573).

Mexico: Mining Equipment. Association of British Mining Equipment Exporters (R. Buckley 0742-21071).

Switzerland: Machine Tools. Machine Tools Trades Association (H. E. Wallace 01-402 6672).

Canada: Grain Handling. (BOTB contact D. Mahoney 01-248 5757 ext. 659).

Nigeria: Railways. British Railway Industry Export Group (D. L. Bartlett 01-262 3232 ext. 5982).

OUTWARD MISSIONS

Africa

1978

South Africa 11-26 November 1978. Engineering Industries Association. (Mrs V. A. How, 01-863 9188). FPB contact S. J. Seaman ext. 7104. Cut off date passed.

1979

Nigeria. 14-26 January 1979. Scottish Council Development and Industry. (Miss M. Bell, 031-225 7911). FPB contact S. J. Seaman ext. 7104. Cut off date passed.

South Africa 22 January-9 February 1979. Walsall Chamber of Commerce and Industry (N. E. Turner, Walsall 25671). FPB contact S. J. Seaman ext. 7104. Cut off date passed.

Ghana, Nigeria 22 January-9 February 1979. British Agricultural Export Council (R. Whitcombe, 01-245 9819). FPB contact S. J. Seaman ext. 7104. Cut off date passed.

South Africa 28 January-11 February 1979. Engineering Industries Association. (Miss A. Small, 01-222 2367). FPB contact S. J. Seaman ext. 7104. Cut off date passed.

South Africa 3-23 February 1979. Slough and District Chamber of Commerce and Industry. (B. W. Goodyear, Slough 33633). FPB contact S. J. Seaman ext. 7104. Cut off date passed.

Nigeria 11-23 February 1979. Bristol Chamber of Commerce (Mrs B. Childs, Bristol 37081). FPB contact S. J. Seaman ext. 7104. Cut off date passed.

South Africa 24 February-17 March 1979. Sheffield Chamber of Commerce (J. S. Hambidge, Sheffield 730114). FPB contact S. J. Seaman ext. 7104. Cut off date 1.11.78.

Nigeria 11-23 March 1979. Leicester Chamber of Commerce and Industry (A. H. Green, Leicester 27171). FPB contact S. J. Seaman ext. 7104. Cut off date 10.11.78.

South Africa 24 March-7 April 1979. British Ceramic Plant and Machinery Association (C. J. Hench, Sunbury-on-Thames 83280). FPB contact S. J. Seaman ext. 7104. Cut off date 30.11.78.

Nigeria 25 March-6 April 1979. Nottingham Chamber of Commerce (C. W. Russell, Nottingham 45673). FPB contact S. J. Seaman ext. 7104. Cut off date 1.12.78.

Nigeria 22 April-4 May 1979. Coventry Chamber of Commerce and Industry (A. Durham, Coventry 51777). FPB contact S. J. Seaman ext. 7104. Cut off date 18.12.78.

South Africa 22 April-5 May 1979. Scottish Council Development and Industry (D. Reid, 031-225 7911). FPB contact S. J. Seaman ext. 7104. Cut off date 22.12.78.

South Africa 6-23 May 1979. Agricultural Engineers Association (D. G. O'Neil, 01-828 7973/6). FPB contact S. J. Seaman ext. 7104. Cut off date 6.1.79.

Nigeria 13-25 May 1979. London Chamber of Commerce and Industry (J. Muir, 01-248 4444). FPB contact S. J. Seaman ext. 7104. Cut off date 12.1.79.

Nigeria 3-15 June 1979. Merseyside Chamber of Commerce and Industry (P. Hordley, 051-227 1234). FPB contact S. J. Seaman ext. 7104. Cut off date 20.3.79.

Nigeria 24 June-6 July 1979. Glasgow Chamber of Commerce (A. Duncan, 041-204 2121). FPB contact S. J. Seaman ext. 7104. Cut off date 23.2.79.

Nigeria 23 July-3 August 1979. Agricultural Engineers Association (D. E. O'Neil, 01-828 7973). FPB contact S. J. Seaman ext. 7104. Cut off date not yet arranged.

Americas, including the Caribbean

1978

Venezuela 30 October-4 November 1978. Coventry Chamber of Commerce and Industry (A. Durham, Coventry 51777). FPB contact J. Saunders ext. 214. Cut off date passed.

Brazil 5-11 November 1978. Defence Manufacturers Association (Col J. Jack, Guildford 35355). FPB contact J. Saunders ext. 214. Cut off date passed.

USA 10-17 November 1978. British Food Export Council (P. Platten, 01-480 6594). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date passed.

Venezuela 12-18 November 1978. Edinburgh Chamber of Commerce (D. Mowat, 031-225 5851). FPB contact J. Saunders ext. 214. Cut off date passed.

Canada/USA 13-24 November 1978. British Carpet Manufacturers Association (G. Davidson, 01-839-2145). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date passed.

Colombia, Panama 18 November-2 December 1978. Birmingham Chamber of Commerce and Industry (B. Carnes, 021-484 6171). FPB contact J. Saunders ext. 214. Cut off date passed.

Colombia, Mexico 23 November-7 December 1978. Defence Manufacturers Association (Col J. Jack, Guildford 35355). FPB contact J. Saunders ext. 214. Cut off date passed.

Canada, USA. 25 November-3 December 1978. Agricultural Engineers Association (R. Wilson 01-828 7973). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date passed.

Brazil 26-29 November 1978. British Metalworking Plant Manufacturers Association (M. C. G. Mann, 01-248 1543). FPB contact J. Saunders ext. 214. Cut off date passed.

USA, Canada 27 November-7 December 1978. Manchester Chamber of Commerce (E. Tomlinson, 061-832 5574). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date passed.

1979

USA, Canada 5-15 January 1979. British Ceramic Manufacturers Federation (M. Nelson, Stoke-on-Trent 48631). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date passed.

USA 27 January-10 February 1979. Merseyside Chamber of Commerce (P. H. Hordley, 051-227 1234). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date passed.

USA, Canada. 25-30 January 1979. Scottish Development Agency (W. R. V. Percy 031-343 1911). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date passed.

USA 1-10 February 1979. British Lapidary and Mineral Dealers Association (Mrs G. B. Graham, Twyford 0962). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date 31.10.78.

USA, Canada 3-10 February 1979. Birmingham Chamber of Industry and Commerce (T. A. Jackson, 021-454 6171). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date passed.

Mexico 23 February-8 March 1979. London Chamber of Commerce and Industry (M. Worsley, 01-248 4444). FPB contact J. Saunders ext. 214. Cut off date passed.

USA 26 February-10 March 1979. London Chamber of Commerce (J. McGreagor, 01-248 4444). FPB contact Mrs W. M. MacIver ext. 7088). Cut off date passed.

USA 8-15 March 1979. British Homesewing and Needlecrafts Council (I. G. Smith, Halifax 59161). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date 8.12.78.

Venezuela, Colombia 5-17 March 1979. Export Association of Nottingham (Mrs B. Paling, Nottingham 293360). FPB contact J. Saunders ext. 214. Cut off date 11.12.78.

Canada 26 March-6 April 1979. London Chamber of Commerce (J. McGregor, 01-248 4444). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date 26.11.78.

Canada Spring 1979. North East Scotland Development Authority (J. Dinners, Aberdeen 321211). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date not yet arranged.

Mexico 21-28 April 1979. Birmingham Engineering and Building Centre (D. W. Perkins, 021-643 1914). FPB contact J. Saunders ext. 214. Cut off date 21.12.78.

Mexico 5-12 May 1979. Birmingham Chamber of Commerce (B. Carnes, 021-454 6171). FPB contact J. Saunders ext. 214. Cut off date 5.1.78.

USA, Canada 7-21 May 1979. Leeds Chamber of Commerce (C. Wilson, Leeds 30491). FPB contact Mrs W. M. MacIver ext. 7088). Cut off date 12.1.79.

USA 13-23 May 1979. Federation of Sussex Industries (Mrs N. Potter, Brighton 26282). FPB contact Mrs W. M. MacIver ext. 7088). Cut off date 12.1.79.

USA 15-26 May 1979. London Chamber of Commerce and Industry (J. McGregor, 01-248 4444). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date 15.1.79.

USA 28 May-8 June 1979. London Chamber of Commerce (J. McGregor, 01-248 4444). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date 27.1.79.

USA 4-18 June 1979. Bristol Chamber of Commerce Industry and Shipping (Mrs B. Childs, Bristol 37081). FPB contact Mrs W. M. MacIver ext. 7088. Cut off date 5.2.79.

Venezuela, USA 4-23 June 1979. Engineering Industries Association (W. E. Clayfield, 01-863 9188). FPB contact J. Saunders ext. 214. Cut off date 4.2.79.

Venezuela 18-22 June 1979. Scottish Council Development and Industry (Miss M. Bell, 031-225 7911). FPB contact J. Saunders ext. 214. Cut off date 19.2.79.

3 MISSIONS

Where BOTB support is planned or under consideration

Asia (Far East)

1978

Indonesia, Thailand, Philippines 4-22 November 1978. Society of Motor Manufacturers and Traders (J. F. Nelson, 01-235 7000). FPB contact P. A. Greig ext. 363. Cut off date passed.

Korea (Republic of South Korea) 5-12 November 1978. Society of Motor Manufacturers and Traders (K. Wallis, 01-235 7000). FPB contact S. P. Mummery ext. 576. Cut off date passed.

Japan 6-18 November 1978. Development Corporation for Wales (R. Harris, Cardiff 21208). FPB contact S. P. Mummery ext. 576. Cut off date passed.

Malaysia, Thailand 11-24 November 1978. British Agricultural Export Council (J. Thorneloe, 01-245 9819). FPB contact P. A. Greig ext. 363. Cut off date passed.

Japan 12-24 November 1978. North of England Development Council (A. Wilson, Stockton-on-Tees 612525). FPB contact S. P. Mummery ext. 576. Cut off date passed.

Korea (Republic of South Korea) 13-23 November 1978. Merseyside Chamber of Commerce and Industry (P. H. Hordley, 051-227 1234). FPB contact S. P. Mummery ext. 576. Cut off date passed.

Singapore 27 November-1 December 1978. Kent and Sussex Exporters Club (S. Robbens, Sevenoaks 58255). FPB contact P. A. Greig ext. 363. Cut off date passed.

Japan 27 November-8 December 1978. Birmingham Chamber of Industry and Commerce (T. A. Jackson, 021-454 6171). FPB contact S. P. Mummery ext. 576. Cut off date passed.

1979

Singapore, Malaysia, Thailand 6-28 January 1979. London Chamber of Commerce and Industry (E. M. MacDonald, 01-248 4444). FPB contact P. A. Greig ext. 363. Cut off date passed.

India 8-19 January 1979. North of England Development Council (B. Olives, 0642-612525). FPB contact P. A. Greig ext. 363. Cut off date passed.

India, Pakistan 3-24 February 1979. Birmingham Chamber of Industry and Commerce (T. A. Jackson, 021-454 6171). FPB contact P. A. Greig ext. 363. Cut off date passed.

Singapore 4-14 February 1979. Dundee and Tayside Chamber of Commerce and Industry (J. Aitken, Dundee 22122). FPB contact P. A. Greig ext. 363. Cut off date passed.

Japan 4-16 February 1979. British Furniture Manufacturers Association (J. Diab, 01-724 0857). FPB contact S. P. Mummery ext. 576. Cut off date 15.12.78.

Japan 11-23 February 1979. Scottish Council Development and Industry (D. Reid, 031-225 7911). FPB contact S. P. Mummery ext. 576. Cut off date 13.11.78.

Korea 19-23 February 1979. Society of Motor Manufacturers and Traders (K. Wallis, 01-235 7000). FPB contact S. P. Mummery ext. 576. Cut off date 18.12.78.

Japan, Hong Kong 11-23 March 1979. British Food Export Council (B. Emrys-Roberts, 01-480 6594). FPB contact S. P. Mummery ext. 576. Cut off date 13.11.78.

Japan 11-23 March 1979. Allied Brewery Traders Association (J. A. Ingolby, 01-691 3950). FPB contact S. P. Mummery ext. 576. Cut off date 13.11.78.

Korea 12-23 March 1979. Federation of Manufacturers of Construction Equipment and Cranes (D. R. Barrell 01-353 3020). FPB contact S. P. Mummery ext. 575. Cut off date 18.12.78.

Japan 17-30 March 1979. Ship and Boatbuilders National Federation (A. D. Hough, Weybridge 54511). FPB contact S. P. Mummery ext. 576. Cut off date 20.11.78.

Singapore, Malaysia 25 March-8 April 1979. Hardware Manufacturers Association (R. Grier, Amersham 21431). FPB contact P. A. Greig ext. 363. Cut off date 24.11.78.

Hong Kong 26-30 March 1979. North of England Development Council (A. Wilson, 0642 612525). FPB contact S. P. Mummery ext. 576. Cut off date 27.11.78.

Korea 26 March-7 April. British Plastics Federation (P. Lynchy, 01-235 9483). FPB contact S. P. Mummery ext. 576. Cut off date 4.12.78.

Japan, Hong Kong 1-13 April 1979. Coventry Chamber of Commerce (A. Durham, 0203 51777). FPB contact S. P. Mumery ext. 576. Cut off date 4.12.78.

Japan 15-27 April 1979. Luton and Dunstable Chamber of Commerce (P. A. Hoskins, 0582 23456). FPB contact S. P. Mummery ext. 576. Cut off date 15.12.78.

Singapore, Thailand 16–27 April 1979. Coventry Chamber of Commerce and Industry (A. Durham, Coventry 51777). FPB contact P. A. Greig ext. 363. Cut off date 16.12.78.

Korea 23 April-3 May 1979. Westminster Chamber of Commerce (J. B. Turner, 01-734 2851). FPB contact S. P. Mummery ext. 576. Cut off date 22.12.78.

Hong Kong, Singapore, Thailand 23 April-13 May 1979. Engineering Industries Association (Col R. E. Scott, 01-863 9188). FPB contact P. A. Greig ext. 363. Cut off date 24.12.78.

Singapore, Indonesia 12-26 May 1979. Birmingham Chamber of Industry and Commerce (M. C. Pountney, 021-454 6171). FPB contact P.A. Greig ext. 363. Cut off date 12.1.79.

Japan, Hong Kong 13-25 May 1979. Merseyside Chamber of Commerce (P. H. Hardley 051-227 1234). FPB contact S. P. Mummery ext. 576. Cut off date 12.1.79.

Asia (Middle East)

1978

Iran 4-16 November 1978. Cardiff Chamber of Commerce and Industry (R. C. Smale, Cardiff 21648). FPB contact Ms A. V. Woodward ext. 7243. Cut off date passed.

Yemen, Arab Republic 17-26 November 1978. Birmingham Chamber of Commerce (C. Ashmore, 021-454 6171). FPB contact Ms A. V. Woodward ext. 7243. Cut off date passed.

Qatar, Abu Dhabi, Dubai, Oman 17 November-1 December 1978. Wolverhampton Chamber of Commerce (C. J. Carder, Wolverhampton 26726). FPB contact Ms A. V. Woodward ext. 7243. Cut off date passed.

Israel 23 November-1 December 1978. Scottish Council Development and Industry (D. Reid, 031-225 7911). FPB contact Miss N. Neal ext. 7084. Cut off date passed.

Iran 1-8 December 1978. London Chamber of Commerce and Industry (M. Petheram, 01-248 4444). FPB contact Ms A. V. Woodward ext. 7243. Cut off date passed.

Saudi Arabia 1-12 December 1978. Federation of Sussex Industries (Mrs N. Potter, Brighton 26282/5). FPB contact Ms A. V. Woodward ext. 7243. Cut off date passed.

Bahrain, Dubai 3-12 December 1978. Dundee Chamber of Commerce (Mrs L. Rae, Dundee 22122). FPB contact Ms A. V. Woodward ext. 7243. Cut off date passed.

Kuwait 8-15 December 1978. Birmingham Engineering and Building Centre (D. W. Perkins, 021-643 1914). FPB contact Ms A. V. Woodward ext. 7243. Cut off date passed.

1979

Saudi Arabia 5-19 January 1979. Cardiff Chamber of Commerce R. C. Smale, Cardiff 21648). FPB contact Ms A. V. Woodward ext. 7243. Cut off date passed.

Iran 7-14 January 1979. British Food Export Council (A. M. A. Battle, 01-480 6594/5). FPB contact Ms A. V. Woodward ext. 7243. Cut off date passed.

Bahrain, Abu Dhabi, Dubai Oman 12-26 January 1979. Birmingham Chamber of Industry and Commerce (G. Ashmore, 021-454 6171). FPB contact Ms A. V. Woodward ext. 7243. Cut off date passed.

Egypt, Greece 14-29 January 1979. Building Materials Export Group (Miss J. Tomlinson, 01-636 6920). FPB contact Ms A. V. Woodward ext. 7243. Cut off date passed.

Saudi Arabia 26 January-8 February 1979. North of England Development Council (A. Wilson, Stockton-on-Tees 612525). FPB contact Ms A. V. Woodward ext. 7243. Cut off date passed.

Iran, Iraq 27 January-8 February 1979. Coventry Chamber of Commerce and Industry (A. Durham, Coventry 51777). FPB contact Ms A. V. Woodward ext. 7243. Cut off date passed.

Gulf States 2-11 February 1979. Ship and Boat Builders National Federation (A. D. H. Hough, Weybridge 54511). FPB contact Ms A. V. Woodward ext. 7243. Cut off date passed.

Egypt 9-16 February 1979. Birmingham Engineering and Building Centre (D. W. Perkins, 021-643 1914). FPB contact Ms A. V. Woodward ext. 7243. Cut off date passed.

Iran 16-22 February 1979. Leicester and County Chamber of Commerce and Industry (H. L. Milliard, Leicester 27171). FPB contact Ms A. V. Woodward ext. 7243. Cut off date passed.

Saudi Arabia 16 February-2 March 1979. Northern Ireland Chamber of Commerce (B. Chalmers, Belfast 34488). FPB contact Ms A. V. Woodward ext. 7243. Cut off date passed.

Kuwait 25 February-1 March 1979. British Knitting Export Council (A. R. Bicknell, 01-734 6277/8). FPB contact Ms A. V. Woodward ext. 7243. Cut off date 3.11.78.

Kuwait, Qatar, Abu Dhabi, Dubai 9-22 March 1979. Bristol Chamber of Commerce (Mrs B. Childs, Bristol 37081). FPB contact Ms A. V. Woodward ext. 7243. Cut off date 1.12.78.

Saudi Arabia 9-27 March 1979. Building Materials Export Group (Miss J. Tomlinson, 01-636 6920). FPB contact Ms A. V. Woodward ext. 7243. Cut off date 27.10.78.

Gulf States 24 March-10 April 1979. Westminster Chamber of Commerce (J. B. Turner, 01-734 2851). FPB contact Ms A. V. Woodward ext. 7243. Cut off date 24.11.78.

Bahrain 25-29 March 1979. Association of British Oceanic Industries (M. Armstrong, 01-930 1696). FPB contact Ms A. V. Woodward ext. 7243. Cut off date 17.11.78.

Jordan, Syria, Iran 26 March-12 April 1979. Association of Manufacturers of Domestic Electrical Appliances (K. M. Hendley, Luton 411001). FPB contact Ms A. V. Woodward ext. 7243. Cut off date 17.11.78.

Saudi Arabia 30 March-12 April 1979. Birmingham Engineering and Building Centre (D. Perkins, 021-643 1914). FPB contact Ms A. V. Woodward ext. 7243. Cut off date 17.11.78.

Lebanon, Jordan 20 April-2 May 1979. Merseyside Chamber of Commerce and Industry (P. H. Hordley, 051-227 1234). FPB contact Ms A. V. Woodward ext. 7243. Cut off date 8.12.78.

Saudi Arabia 20 April-4 May 1979. Leicester Chamber of Commerce (H. L. Mulliard, Leicester 27171). FPB contact Ms A. V. Woodward ext. 7243. Cut off date 8.12.78.

Kuwait, Bahrain, Qatar, Abu Dhabi, Dubai, Oman 27 April-17 May 1979. Nottingham Chamber of Commerce (R. G. Watton, Nottingham 45678). FPB contact Ms A. V. Woodward ext. 7243. Cut off date 15.12.78.

Egypt 27 April-4 May 1979. London Chamber of Commerce (M. Petheran, 01-248 4444). FPB contact Ms A. V. Woodward ext. 7243. Cut off date 11.12.78.

Syria, Iraq 29 April-11 May 1979. Birmingham Chamber of Industry and Commerce (G. Ashmore, 021-454 6171). FPB contact Ms A. V. Woodward ext. 7243. Cut off date 8.12.78.

Iran 11-18 May 1979 Scottish Council Development and Industry (Miss M. Bell, 031-225 7911). FPB contact Ms A. V. Woodward ext. 7243. Cut off date 22.12.78.

Egypt, Lebanon 21-31 May 1979. Engineering Industries Association (Col R. E. Scott, 01-863 9188). FPB contact Ms A. V. Woodward ext. 7243. Cut off date 13.1.79.

Syria, Jordan 22 June-5 July 1979. London Chamber of Commerce (M. Petheran, 01-248 4444). FPB contact Ms A. V. Woodward ext. 7243. Cut off date 9.2.78.

Australasia

1978

Australia 4-25 November 1978. Walsall Chamber of Commerce and Industry (N. E. Turner, Walsall 25671). FPB contact P. A. Greig ext. 363. Cut off date passed.

Australia, New Zealand 11-November-2 December 1978. East London and South West Essex Export Club (Mrs J. M. Clarkson, 01-606 6551). FPB contact P. A. Greig ext. 363. Cut off date passed.

Australia, New Zealand 25 November-12 December 1978. Merseyside Chamber of Commerce and Industry (P. Hordley, 051-227 1234). FPB contact P. A. Greig ext. 363. Cut off date passed.

1979

Australia, New Zealand 29 January-9 March 1979. Irish Linen Guild (M. Elson, 01-629 0288). FPB contact P. A. Greig ext. 363. Cut off date passed.

Australia, New Zealand 30 January-18 February 1979. North Staffordshire Chamber of Commerce and Industry (J. Glover, Stoke-on-Trent 44731). FPB contact P. A. Greig ext. 363. Cut off date passed.

Australia, New Zealand 19 February-10 March 1979. Manchester Chamber of Commerce and Industry (D. M. Arrandale, 061-832 5574). FPB contact P. A. Greig ext. 363. Cut off date passed.

Australia, New Zealand 24 February-16 March 1979. South Wales Exporters Club (H. C. Bianch, Cardiff 885701). FPB contact P. A. Greig ext. 363. Cut off date passed.

Australia 25 February-10 March 1979. British Furniture Manufacturers Federated Associations (J. Diab, 01-724 0854). FPB contact P. A. Greig ext. 363. Cut off date passed.

Australia February 1979. Association of Hydraulics Equipment Manufacturers (S. Brown, 01-834 0855). FPB contact P. A. Greig ext. 363. Cut off date passed.

Australia, New Zealand 5-24 March 1979. British Food Export Council (A. Battle, 01-480 6594). FPB contact P. A. Greig ext. 363. Cut off date 1.11.78.

Australia 12-23 March 1979. Birmingham Chamber of Industry and Commerce (G. Ashmore, 021-456 6171). FPB contact P. A. Greig ext. 363. Cut off date 12.11.78.

Australia, New Zealand 24 March-14 April 1979. London Chamber of Commerce and Industry (Miss D. Wright, 01-248 4444). FPB contact P. A. Greig ext. 363. Cut off date 23.11.78.

Australia 23 April-4 May 1979. British Menswear Guild (A. R. Bicknell, 01-734 6277). FPB contact P. A. Greig ext. 363. Cut off date 22.12.78.

Australia 28 April-12 May 1979. Bristol Chamber of Commerce Industry and Shipping (Mrs B. Childs, Bristol 37081). FPB contact P. A. Greig ext. 363. Cut off date 15.12.78.

Australia, New Zealand 12-31 May 1979. Scottish Council Development and Industry (Miss M. Bell, 031-225 7911). FPB contact P. A. Greig ext. 363. Cut off date 12.1.79.

Australia 24 May-9 June 1979. Nottingham Chamber of Commerce and Industry (R. G. Walton, Nottingham 45678). FPB contact P. A. Greig ext. 363. Cut off date 26.1.79.

Europe

1978

Czechoslovakia 20-25 November 1978. Scottish Council Development and Industry (D. S. Reid, 031-225 7911). FPB contact S. J. Seaman ext. 7104. Cut off date passed.

USSR 21-25 November 1978. Scientific Instruments Manufacturers Association of Great Britain (E. Younson, 01-727 2614). FPB contact S. J. Seaman ext. 7104. Cut off date passed.

Finland 10-13 December 1978. British Knitting Export Council (A. Bicknell, 01-734 6277). FPB contact Miss N. Neal ext. 7084. Cut off date passed.

1979

Finland 1-6 April 1979. Scottish Council Development and Industry (Miss M. Bell, 031-225 7911). FPB contact Miss N. Neal ext. 7084. Cut off date 29.1.79.

Scandinavia April 1979. British Stationery and Office Products Federation (D. F. Hall, 01-580 9256). FPB contact Miss N. Neal ext. 7084. Cut off date 2.1.79.

Finland 16-22 May 1979. British Food Export Council (B. J. Emrys-Roberts, 01-480 6594). FPB contact Miss N. Neal ext. 7084. Cut off date 16.1.79.

Greece June 1979. North of England Development Council (A. Wilson, Stockton-on-Tees 612525). FPB contact Miss N. Neal ext. 7084. Cut off date February 1979.

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4 OTHER OVERSEAS FAIRS

Events listed in section 1 are not included in section 4.

Inquiries
Requests for information about trade fair costs and conditions should be made to the organisers or their UK agents whose names and addresses may be obtained from the Department of Trade's Fairs and Promotions Branch, Hillgate House, 26 Old Bailey, London EC4M 7HU (01-248 5757 ext. 7171).
* Event held annually at approximately the time stated.
† Event held in alternate years at approximately the time stated.

General

1978

HELSINKI: International Trade Fair (Consumer Goods). 3-12 November 1978.

1979

LYON: International Trade Fair. March 1979.

UTRECHT: International Spring Fair. March 1979.

METZ: International Spring Fair. March 1979.

MARSEILLES: International Spring Fair. March 1979.

SAUDI ARABIA: Saudi International Trade Fair. March 1979.

TRIPOLI: International Fair. March 1979.

LILLE: International Trade Fair. April 1979.

ZAGREB: International Spring Fair. April 1979.

BORDEAUX: International Trade Fair. May 1979.

PARIS: International Trade Fair (Foire de Paris). May 1979.

METZ: International Industrial Goods Fair (Equipex). June 1979.

NEW ZEALAND: Wellington World Trade Fair. 21 August-2 September 1979.

BUDAPEST: International Autumn Consumer Goods Fair. 14-23 September 1979.

STRASBOURG: International Trade Fair. September 1979.

MARSEILLES: International Trade Fair. September 1979.

ZAGREB: International Autumn Fair. September 1979.

METZ: Internal Autumn Fair. October 1979.

SANTIAGO: International Trade Fair (FISA '79). 26 October-11 November 1979.

BORENORE (New South Wales): Australian National Field Day. 12-15 November 1979.

1980

MARSEILLES: International Spring Fair. April 1980.

LILLE: International Trade Fair. April 1980.

ZAGREB: International Spring Fair. April 1980.

LYON: International Trade Fair. April 1980.

METZ: International Spring Fair (Expometz). April 1980.

PARIS: International Trade Fair (Foire de Paris). April 1980.

BORDEAUX: International Trade Fair. May 1980.

MARSEILLES: International Trade Fair. September 1980.

ZAGREB: International Autumn Fair. September 1980.

STRASBOURG: International Trade Fair. September 1980.

Agriculture, forestry, fishing and agricultural machinery

1978

LISBON: Agricultural and Allied Industries International Fair (Filagro '78). 17-26 November 1978.

LIMA, PERU: Equipment and Machinery for the Forestry Industry (Technoforest). 3-12 November 1978.

OSLO: The 8th International Fisheries Fair (Norfishing). 20-26 November 1978.

1979

LAUSANNE: International Forum on Architecture and Planning (Fact '79). 26-29 January 1979.

PARIS: Leisure Power Cultivation Show. 5-12 March 1979.

PADDINGTON (New South Wales): Royal Easter Show. 5-16 April 1979.

NOVI-SAD: International Agricultural Exhibition. May 1979.

WAYVILLE S.A.: Royal Adelaide Show. 7-15 September 1979.

1980

PARIS: Leisure Power Cultivation Show. March 1980.

Aircraft and aeronautical equipment

1980

TOULOUSE: Aeronautical and Space Exhibition. June 1980.

Books and periodicals

1978

BELGRADE: International Book Fair. 23-29 October 1978.

1979

LAUSANNE: International Bookbinding Triennial. 1979.

MONTREAL: International Book Fair. April 1979.

NICE: International Book Festival. May 1979.

GENEVA: 1st World Telecommunications and Electronics Book Fair. September 1979.

BELGRADE: International Book Fair. October 1979.

1980

MONTREAL: International Book Fair. April 1980.

NICE: International Book Festival. May 1980.

Inquiries: section 4

Requests for information about trade fair costs and conditions should be made to the organisers or their UK agents whose names and addresses may be obtained from the Department of Trade's Fairs and Promotions Branch, 26 Old Bailey, London EC4M 7HU (01-248 5757 ext. 7171).

4 OTHER OVERSEAS FAIRS

Building, public works and construction

1979

LAS VEGAS: National Association of Homebuilders Exposition. 20-23 January 1979.

SWITZERLAND: International Forum on Architecture and Planning (Fact '79). 26-29 January 1979.

ICC BERLIN: International Conference on the Application of Computers in Architecture, Building Design and Urban Planning (PARC '79). 7-10 May 1979.

CAIRO: International Exhibition of Building Materials and Wood Furniture. July 1979.

BERLIN: German Industries Exhibition. September 1979.

OPORTO: 5th International Exhibition of Construction Materials. 5-14 October 1979.

Chemicals and allied industries including plastics

1979

BRUSSELS: European Plastics Exhibition (Europlastica). March 1979.

ZAGREB: International Exhibition of Plastic and Rubber (Plastex). April 1979.

SALONIKA: International Plastics Exhibition. 12-19 May 1979.

NEW YORK: Exposition of Chemical Industries. December 1979.

1980

ZAGREB: International Plastics and Rubber Exhibition (Plastex). April 1980.

Clothing

1978

WIESBADEN: International Millinery Trade Fair (Interhut). November 1978.*

1979

COPENHAGEN: 15th Scandinavian Menswear Fair. 11-13 February 1979.

PARIS: International Fur Trade Exhibition. March 1979.

BERLIN: Fashion Week (including Interchic). 8-11 April 1979.

MUNICH: International Fashion Week. April 1979.

MUNICH: International Fashion Week. October 1979.

BERLIN: Fashion Week (including Interchic). 14-18 October 1979.

Display and shop equipment

1979

PARIS: International Shopfitting and Trade Equipment Exhibition (Equipmag). November 1979.

Engineering, electrical and electronic, including radio and television

1978

COPENHAGEN: Electronic '78. 27 October-2 November 1978.

1979

PARIS: Electrical Equipment Exhibition. June 1979.

CANNES: Market for Videocassette Programmes and Equipment (Vidcom). September 1979.

TORONTO: International Electronics Exposition. September 1979.

1980

BELGRADE: International Electronics Exhibition (Electronika). February 1980.

CANNES: Market for Videocassette Programmes and Equipment (Vidcom). September 1980.

TOKYO (6-8 October 1980) and **MELBOURNE** (14-17 October 1980). **8th World Computer Congress.**

Engineering, other

1978

LIMA, PERU: Mining Equipment and Machinery (Tecnomin). 3-12 November 1978.

LIMA, PERU: Andean Pact Metal – Mechanical Industry (Andimec). 3-12 November 1978.

MOSCOW: Production Line Machinery (Avtotekhnika). 10 November-12 December 1978.

1979

SALONIKA: International Engineering Exhibition. 12-19 May 1979.

PARIS: Design Engineering (Inova). 12-16 June 1979.

MELBOURNE: Australian Industries Engineering Exhibition (AIEE '79). July-August 1979.

1980

PARIS: International Woodworking Machinery Exhibition (Expobois). April 1980.

PARIS: French Machine Tool Welding Mechanical Equipment Exhibition. June 1980.

Foodstuffs, food machinery, hotel and catering equipment

1978

PARIS: Food Manufacturing Processing – International Exhibition. 13-19 November 1978.

PARIS: International Exhibition for the Malt and Beer Industries. 13-19 November 1978.

PARIS: International Exhibition of Machinery and Techniques for the Meat Industry and Trade (Matic). 13-20 November 1978.

LISBON: 1st National Wine Exhibition (Vinifil). 17-26 November 1978.

1979

BERLIN: International Green Week. 26 January-4 February 1979.

DUBAI: Hotel, Catering and Contract Furnishing Exhibition (Arabca '79). 21-25 January 1979.

PARIS: International Exhibition of Confectionery, Chocolate and Biscuits (Intersuc). February 1979.

OPORTO: 5th International Food and Food Processing Exhibition. 30 March-8 April 1979.

LISBON: 2nd International Salon of Wines and Spirits (Vinifil). 2-11 November 1979.

THESSALONIKI: 4th International Fair of Food Beverages and Machines (4th Detrop). 4-11 November 1979.

TEHRAN: International Fair (Agwa-food). 21-27 November 1979.

1980

PARIS: International Exhibition of Confectionery, Chocolate and Biscuits (Intersuc). February 1980.

PARIS: Food Manufacturing Processing International Exhibition. November 1980.

PARIS: International Exhibition of Machinery and Techniques for the Meat Industry (Matic). November 1980.

Furniture, furnishings, household equipment and hardware

1978

SALONIKA: International Fair of Furniture, Decoration Equipment (Furnidec '78). 10-15 November 1978.

BELGRADE: International Fair of Furniture, Accessories and Interior Decoration. 20-26 November 1978.

1979

PARIS: International Arts of Home-Making Exhibition (Arts Menagers). February 1979.

CHICAGO: National Home Centre/Home Improvement Congress and Exposition. 11-14 March 1979.

OPORTO: Furniture and interior decorating (Expomovel '79). 20-29 April 1979.

PARIS: International Exhibition of Material and items to be used for the manufacture of Furniture Chairs and Bedding (Approfal). April 1979.

PARIS: Exhibition of Interior Furnishings (Paritex). June 1979.

TEHRAN: Hardware and Household Goods International Fair. 10-17 June 1979.

LISBON: 3rd International Exhibition (furniture, decoration, lighting and household ware) (Intercasa). 28 September-7 October 1979.

PARIS: International Hardware Exhibition (Quojem). September 1979.

1980

PARIS: International Art of Homemaking Exhibition (Arts Menagers). March 1980.

PARIS: Materials and items to be used for the manufacture of Furniture, Chairs and Bedding (Approfal). April 1980.

PARIS: Exhibition of Interior Furnishings (Paritex). June 1980.

PARIS: International Hardware Exhibition (Quojem). September 1980.

STOCKHOLM: International Carpet Exhibition (Golvex). September 1980.

Gas and oil extraction and distribution including offshore activities

1978

RIO DE JENEIRO: 1st Brazilian Petroleum Congress. 5-10 November 1978.

1979

LOS ANGELES: 6th Annual Oil Spill Conference and Instrumentation Equipment and Supplies Exposition. March 1979.

Inquiries: section 4

Requests for information about trade fair costs and conditions should be made to the organisers or their UK agents whose names and addresses may be obtained from the Department of Trade's Fairs and Promotions Branch, 26 Old Bailey, London EC4M 7HU (01-248 5757 ext. 7171).

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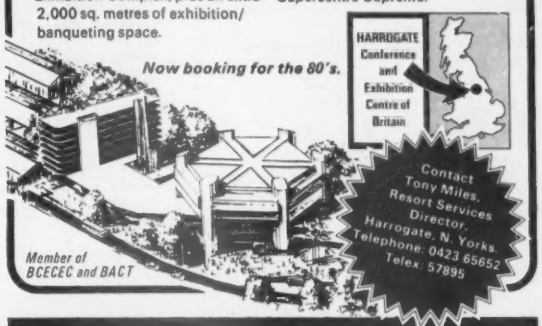
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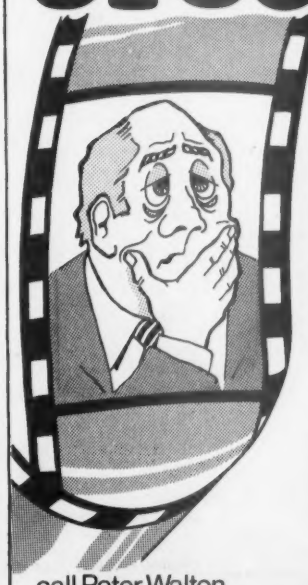

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4 OTHER OVERSEAS FAIRS

TEHRAN: Energy and Petrochemical Industry International Fair. 29 April-6 May 1979.

1980

BORDEAUX: International Exhibition on the Exploitation of the Oceans, Offshore Techniques, Shipbuilding, Sea Harbours and Equipments (Oceanexpo). 4-8 March 1980.

Horticulture and horticultural equipment

1979

STUTTGART: Public Exhibition for Amateur Gardeners and Flower Lovers (Garden '79). 21-25 February 1979.

Hospital, medical, surgical and dental equipment

1978

STOCKHOLM: Medicine '78. 29 November-2 December 1978.

1979

DUBAI: Middle East Health Care Exhibition. February 1979.

SINGAPORE: International Medical and Hospital Equipment Exhibition and Conference (Medic – Asia). 20-24 March 1979.

KARLOVY VARY: Exhibition of Nuclear Medicine (Noc-Leo '79). 14-18 May 1979.

NUREMBERG: International Orthopaedic Technology Congress and Exhibition. 23-26 May 1979.

BERLIN: International Pharmaceutical and Medico-Technical Exhibition. 5-9 June 1979.

BERLIN: 12th German Congress for Dental Advanced Training. 5-9 June 1979.

BERLIN: 28th German Congress for Medical Advanced Training. 5-9 June 1979.

PRAGUE: Exhibition of Maxillo Facial Surgery (Orofac '79). 5-7 September 1979.

BRUSSELS: International Exhibition of Hospital and Medical Equipment. October 1979.

1980

PARIS: International Exhibition of Optical Goods and Materials (Silmo). May 1980.

PRAGUE: Exhibition of Dialysis and Transplant. June 1980.

Jewellery and giftware

1979

PARIS: Exhibition of Art Manufacturers (Ateliers d'Art). January 1979.

VICENZA: International Jewellers, Goldsmiths, Silversmiths Exhibition. 14-22 January 1979.

PARIS: Exhibition of Art Manufacturers (Ateliers d'Art). September 1979.

1980

PARIS: Exhibition of Art Manufacturers (Ateliers d'Art). January 1980.

PARIS: Exhibition of Art Manufacturers (Ateliers d'Art). September 1980.

Leather, leather goods and fur

1978

PIRMASENS: Leather Week. 7-9 November 1978.

1979

PARIS: Leathergoods and Luggage Exhibition. January 1979.

FRANKFURT: International Fur Trade Fair. 25-29 April 1979.

1980

PARIS: International Fur Trade Exhibition. April 1980.

CAIRO: International Exhibition of Leather Industry and Leather products. October 1980.

Motor vehicles, motor cycles and cycles

1978

MOSCOW: International Exhibition of Equipment for the Repair and Service of Cars (Autoservis). 28 November-7 December 1978.

1979

BRUSSELS: International Motor Show (Commercial Vehicles). January 1979.

STUTTGART-FUNKTURM: 20th Second Hand Car Market. 15-18 February 1979.

BELGRADE: International Motor Show. April 1979.

Office machinery and equipment

1978

HONG KONG: Asian Business Expo (ABEX '78) 8-11 November 1978.

1979

ZAGREB: International Exhibition of Data Processing Systems and Office Equipment (Interbiro). October 1979.

MOSCOW: International Exhibition of Automatic Systems for Scientific and Technical Information (Informtechnika). 14-23 February 1979.

1980

BRUSSELS: International Fair for Office Equipment and Data Processing (Bureau). September 1980.

ZAGREB: International Exhibition of Data Processing Systems and Office Equipment (Interbiro). October 1980.

Packaging machinery and materials including containers

1979

BRUSSELS: International Packaging Exhibition (Propack). 13-18 February 1979.

BAHRAIN: Middle East Materials Handling Show. 22-25 October 1979.

Pottery and glass

1979

PARIS: International Exhibition of China, Pottery, Silverware and Household Decoration Industries, (SIFE). March 1979.

1980

PARIS: International Exhibition of China, Pottery, Silverware and Household Decoration Industries (SIFE). April 1980.

Printing, stationery and printing machinery

1979

PARIS: International Professional Stationery Exhibition (SIPPA). 2-5 February 1979.

1980

PARIS: International Professional Stationery Show (SIPPA). February 1980.

Scientific instruments and nuclear equipment

1979

PRAGUE: International Specialised Exhibition and Symposium of Measuring and Control Techniques and Automatics (PRAHA). April 1979.

MELBOURNE: 9th World Conference on Non-Destructive Testing. Hilton Hotel, 19-23 November 1979.

1980

BORDEAUX: International Exhibition and Colloquium on Nuclear Techniques and New Sources of Energy (Energiexpo). January 1980.

Ships and boats

1979

STOCKHOLM: International Boat Show. 28 February-4 March 1979.

FRIEDRICHSHAPEN: International Boat Show (Interboat). 29 September-7 October 1979.

Sports goods and camping equipment, including caravans

1979

STUTTGART: International Exhibition for Caravans, Motors and Tourism (CMT). 20-28 January 1979.

MUNICH: Caravan, Boat and Accessories Exhibition. 3-11 February 1979.

GRENOBLE: International Winter Sports Equipment Trade Show. March 1979.

BERLIN: Boat, Sports and Recreation Exhibition (BSF). 3-11 March 1979.

PARIS: Sports and Leisure Exhibition (SISEL). September 1979.

PARIS: International Caravan Exhibition. 4-14 October 1979.

PARIS: Professional and International Show of Open Air Sports and Pastime Articles (SISIL). September 1979.

1980

GRENOBLE: International Winter Sports Exhibition (SIG). March 1980.

PARIS: Professional and International Show of Open Air Sports and Pastimes Articles (SISEL). September 1980.

PARIS: International Caravan Exhibition. October 1980.

Textiles and textile machinery

1979

SALONIKA: International Fair of Textile, Ready to Wear-Equipment (Textilia '79). 2-7 March 1979.

LISBON: International Exhibition Textiles and Fashion Wear (Filtextil) and (Filmoda). 29 March-3 April 1979.

LISBON: 1st International Salon Infancy and Youth (Juventus). 27 April-6 May 1979.

OPORTO: Portuguese Textile Week (Portex '79). 17-21 September 1979.

Toys and games

1979

PARIS: International Toys and Games Exhibition. February 1979.

1980

PARIS: International Toy Fair. February 1980.

Watches and clocks

1979

MUNICH: International Trade Fair for Watches, Clocks, Jewellery, Precious Stones and Silverware with their Manufacturing Equipment. 10-13 February 1979.

Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment

1978

MILAN: 5th International Exhibition (Convention on techniques, installations and equipment for water and air treatment, soil decontamination, garbage disposal and noise. Second Exhibition on techniques, plant and equipment for the recovery, reutilisation and recycling of refuse.) (Antipollution '78). 31 October-4 November 1978.

Other specialised fairs

1978

BELGRADE: Advanced Educational Aids and Equipment Exhibition. 25-31 October 1978.

BUCHAREST: Industrial Diamonds and Hard Alloys Exhibition. 31 October-3 November 1978.

BUCHAREST: Asbestos Exhibition. 14-17 November 1978.

TEHRAN: Art Fair. 23 November-9 December 1978.

BUCHAREST: Cork Exhibition (Raw cork slabs, cork granules, cork stoppers and cork rings). 28 November-1 December 1978.

GOTHENBURG: Anti-Corrosion and Surface Treatment Exhibition (Scancorr). 7-10 November 1978.

WIESBADEN: International Millinery Trade Fair (Interhat). 16-18 November 1978.

COPENHAGEN: International Subcontractors and Components Fair (Industrikontakt '78). 28 November-1 December 1978.

BUENOS AIRES: Naval Exhibition (Expomar '78). 8-23 December 1978.

1979

BUCHAREST: Electronic Equipment. 13-16 February 1979.

LISBON: 1st Mediterranean and Latin Countries Tourist Exhibition. (Meditour '79). 20-25 February 1979.

LISBON: 2nd International Exhibition (Hotel trade, leisure, boat and sports show) (Filtel). 20-25 February 1979.

BERLIN: 13th International Tourism-Exchange ITB. 3-11 March 1979.

BUCHAREST; Welding. 6-9 March 1979.

OPORTO: 3rd International Exhibition of Educational Material for Children and Teenagers and Sports Goods. 9-18 March 1979.

MUNICH: International Light Industries and Handicrafts Fair (IHM). 17-25 March 1979.

BERLIN: 6th International Collectors Exchange (ISAB). 31 March-1 April 1979.

BERLIN: Interchic – 114th Durchreise – Main Sampling. 8-11 April 1979.

BUCHAREST: Petrochemicals. 3-6 April 1979.

BUCHAREST: Fittings and Pumps. 10-13 April 1979.

BURCHAREST: Auto Service. 17-20 April 1979.

ZAGREB: International Fair of Transport Communications and Mechanical Handling. April 1979.

BUCHAREST: Prevention of Pollution. 22-25 May 1979.

MOSCOW: International Exhibition of Passenger Service and Airport Operation. 22-31 May 1979.

DONETSK: 8th International Coal Preparation Congress and Exhibition. 22-31 May 1979.

NEW YORK: National Premium Show. May 1979.

STUTTGART: International Collectors Exchange and German Weapon Fair (ISA). May 1979.

STUTTGART: International Viniculture and Cellar Management Exhibition (Intervitis '79). 23-29 May 1979.

BUCHAREST: Nuclear Techniques. 5-8 June 1979.

BUCHAREST: Computing Techniques. 12-15 June 1979.

PADDINGTON (NEW SOUTH WALES): International Education Exhibition and Seminar (Edicare '79). 16-20 July 1979.

MOSCOW: 2nd International Exhibition of Machines for the Timber and Wood Working Industry (Lesdrevmash). 29 August-12 September 1979.

PARIS: International Exhibition of Prevention Safety and Protection of Mankind Environment and Property (Europrotection). September 1979.

PARIS: (Le Bourget) Technical Assembly Days. September 1979.

INSTANBUL: International Mining Exhibition. 15-22 September 1979.

INSTANBUL: 10th World Mining Congress Exhibition. 17-21 September 1979.

PARIS: Do-it-Yourself Exhibition (Bricolage). October 1979.

LISBON: 1st International Salon for the promotion of development of Iberian Trade, Portuguese and Spanish joint venture design, equipment, economy, tourist trade etc (Iberica '79). 4-9 December 1979.

PARIS: International Entertainment Technology and Leisure Equipment Exhibition (Forainexpo-Amusexpo). 11-14 December 1979.

1980

PARIS: International Exhibition of Advanced Transported Systems (Transportexpo). 15-20 April 1980.

PARIS: Do-it-Yourself (Bricolage). November 1980.

5 UK FAIRS

UK fairs: general inquiries contact 01-248 5757 ext. 7109.

Agriculture, forestry, fishing and agricultural machinery

1978

LONDON: Royal Smithfield Show and Agricultural Machinery Exhibition. 4-8 December 1978. NOTE: 4 December Trade/Press Preview. At Earls Court. * Apply Smithfield Show Joint Committee, S.M.M.T. Ltd, 21-24 Grosvenor Place, London SW1X 7JF (01-235 7000).

1979

STOKE MANDEVILLE: BOCM Silcock's European Poultry Fair. 23-24 May 1979. At BOCM Silcock's Development Farm. * Apply BOCM Silcock Ltd, Risborough Road, Stoke Mandeville, Bucks HP22 5XW (Aylesbury (0296) 612661).

BELFAST: 112th Annual Show and Industrial Exhibition. 23-26 May 1979. At Balmoral Showground. * Apply Royal Ulster Agricultural Society, King's Hall, Balmoral, Belfast BT9 6GW (Belfast 665225).

SHEPTON MALLET: Royal Bath and West Show. 30 May-2 June 1979. At Showground. * Apply Royal Bath and West and Southern Counties Society, Showground, Shepton Mallet, Somerset BA4 6QN (Shepton Mallet (0749) 3366).

MALVERN: Three Counties Agricultural Show. 12-14 June 1979. At Showground. * Apply Secretary, Three Counties Agricultural Society, The Showground, Malvern, Worcs WR13 6NN (Malvern 61731).

NORWICH: Royal Norfolk Show. 27-28 June 1979. At Showground, New Costessey. * Apply Royal Norfolk Agricultural Association, Showground, Dereham Road, New Costessey, Norwich, Norfolk NOR 45J (Norwich (0603) 742000).

KENILWORTH: Royal International Agricultural Show. 2-5 July 1979. At National Agricultural Centre. * Apply Royal Agricultural Society of England, National Agricultural Centre, Stoneleigh, Kenilworth, Warwicks CV8 2LG (Coventry 56151).

HARROGATE: Great Yorkshire Show. 10-12 July 1979. At The Showground. * Apply Major-General G. de E. Collin, Yorkshire Agricultural Society, Hookstone Oval, Harrogate, North Yorkshire HG2 8PW (Harrogate 61536).

BUILTH WELLS: Royal Welsh Show. 24-26 July 1979. At Showground, Llanelwedd. * Apply Royal Welsh Agricultural Society Ltd, Llanelwedd, Builth Wells, Powys, Wales LD2 3SY (Builth Wells 3683).

KENILWORTH: Dairy Farming Event '79. 19-20 September 1979. At National Agricultural Centre. * Apply Royal Association of British Dairy Farmers, Robarts House, Rossmore Road, London NWL 6NP (01-723 8021).

Books and periodicals

1979

LONDON: The London Book Fair. 8-9 October 1979. At Grosvenor House Hotel. * Apply Exhibition Manager, CBL Publishing Development Ltd, 16 Pembridge Road, London W11 3HL (01-229 1825).

Building, public works and construction equipment

1978

BIRMINGHAM: Public Works and Municipal Services Exhibition and Congress. 13-18 November 1978. At National Exhibition Centre.† Apply The Municipal Agency Ltd, 178/202 Great Portland Street, London W1N 6NH (01-637 2400).

1979

HATFIELD: 'SED' (Site Equipment Demonstration). 24-26 April 1979. At Hatfield Demonstration Site. * Apply IPC Building and Contract Journals Ltd, Surrey House, 1 Throwley Way, Sutton, Surrey SM1 4QQ (01-643 8040).

LONDON: The London Building Products and Services Exhibition. 21-24 May 1979. At Olympia. THIS EVENT FORMERLY CALLED SPECIBUILD. * Apply Westbourne Exhibitions Ltd, Crown House, Morden, Surrey SM4 5EB (01-540 1101).

BIRMINGHAM: INTERBUILD (38th International Building and Construction Exhibition). 3-8 December 1979. At National Exhibition Centre. † Apply The Building Trades Exhibition Ltd, 11 Manchester Square, London W1M 5AB (01-486 1951).

Chemicals and allied industries, including plastics

1979

LONDON: 'OCCA-31' (31st Technical Exhibition of the Oil and Colour Chemists' Association). 3-6 April 1979. At Alexandra Palace. * Apply Oil and Colour Chemists' Association, 967 Harrow Road, Wembley, Middlesex HA0 2SF (01-908 1086).

Clothing

1978

LONDON: London Fashion Exhibition. 24-27 October 1978. At Olympia. * Apply Philbeach Events Ltd, Earls Court Exhibition Centre, Warwick Road, London SW5 9TA (01-385 1200).

LONDON: The London Designer Collections. 26-29 October 1978. At Inn-on-the-Park Hotel. * Apply London Designer Collections, 36 Beauchamp Place, London SW3 (01-581 2931).

LONDON: The London Collections. 26-29 October 1978. At Inter-Continental Hotel. * Apply Fashion Promotions Ltd, 32/34 Wellington Street, London WC2E 7BD (01-836 7342).

5 UK FAIRS

1979

LONDON: International Knitwear Fair. 11-14 February 1979. At Westminster Exhibition Centre. * Apply Mack-Brooks Exhibitions Ltd, 62-64 Victoria Street, St Albans, Herts AL1 3XT (St Albans 63213).

LONDON: IMBEX '79 (International Men's and Boys' Wear Exhibition). 18-22 February 1979. At Olympia. * Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Birmingham (021) 705 6707).

LONDON: British Menswear Guild Exhibition. 19-21 February 1979. At Hilton Hotel. * Apply British Menswear Guild, 16-21 Sackville Street, London W1X 1DE (01-434 1894).

LONDON: 54th Junior Fashion Fair. 18-22 March 1979. At Westminster Exhibition Centre. * Apply National Children's Wear Association, 40-42 Oxford Street, London W1N 9FJ (01-636 1833).

Display and shop equipment

1979

BIRMINGHAM: SHOPEX INTERNATIONAL (International Self-Service, Display Equipment and Shopfitting Exhibition). 3-7 June 1979. At National Exhibition Centre. * Apply Westbourne Exhibitions Ltd, Crown House, Morden, Surrey SM4 5EB (01-540 1101).

Engineering, electrical and electronic, including radio and television

1978

LONDON: Military Microwaves '78. 25-27 October 1978. At Wembley Conference Centre. † Apply Microwave Exhibitions and Publishers Ltd, Temple House, 36 High Street, Sevenoaks, Kent TN13 1JG (Sevenoaks (0732) 59533).

LONDON: COMPEC (Computer Peripheral and Small Computer Systems Exhibition). 5-9 December 1978. At Olympia. * Apply Iliffe Promotions Ltd, Dorset House, Stamford Street, London SE1 9LU (01-261 8000).

1979

BIRMINGHAM: 'IDEA' (International Domestic Electrical Appliances Trade Fair). 16-18 January 1979. At National Exhibition Centre. * Apply Montbuild Ltd, 11 Manchester Square, London W1M 5AB (01-486 1951).

LONDON: LIGHTSHOW '79. 28 January-1 February 1979. At Olympia. * Apply Decorative Lighting Association Ltd, Moelfre, Anglesey LL72 8LN (024-888 396).

LONDON: All Electronic Show. 27 February-1 March 1979. At Grosvenor House. * Apply Ars Electronica Ltd, 34-36 High Street, Saffron Walden, Essex (Saffron Walden (0799) 22612).

LONDON: Audio Visual '79. 23-26 April 1979. At Wembley Conference Centre. * Apply Maclaren Exhibitions Ltd, PO Box 109, Davis House, 69-77 High Street, Croydon, Surrey CR9 1QH (01-688 7788).

LONDON: High Fidelity '79 Spring Exhibition. 24-28 April 1979. At Cunard International Hotel, Hammersmith. * Apply Emberworth Ltd, London House, Oxford Road, Stokenchurch, Bucks HP14 3SX (Radnage (024 026) 2674).

LONDON: 'APRS '79' (International Exhibition of Professional Recording Equipment). 20-22 June 1979. At Connaught Rooms, London WC2. * Apply Association of Professional Recording Studios, 23 Chestnut Avenue, Chorleywood, Herts WD3 4HA (Rickmansworth (87) 72907).

LONDON: TRANSDUCER '79 and TESTMEX '79 (Transducer Exhibition + Electronic Test and Measuring Instrumentation Exhibition). 19-21 June 1979. At Wembley Conference Centre. Apply Trident International Exhibitions Ltd, Abbey Mead House, 23a Plymouth Road, Tavistock, Devon PL19 8AU (Tavistock (0822) 4671).

BRIGHTON: Microwave '79 Exhibition and 9th European Microwave Conference. 17-20 September 1979. At The Brighton Centre. † Apply Microwave Exhibitions and Publishers Ltd, Temple House, 36 High Street, Sevenoaks, Kent TN13 1JG (Sevenoaks (0732) 59533).

LONDON: Control and Instrumentation Exhibition. 9-11 October 1979. At Cunard International Hotel. † Apply Morgan-Grampian Ltd, 30 Calderwood Street, London SE18 6QH (01-855 7777).

BRIGHTON: INTERNEPCON/UK '79 and International Microelectronics Exhibition. 18-20 October 1979. At Metropole Exhibition Centre. * Apply Kiver Communications Ltd, Millbank House, 171-185 Ewell Road, Surbiton, Surrey KT6 6AX (01-390 0281).

LONDON: Electronics '79 (Electronic Components Industry Fair). 20-23 November 1979. At Olympia. * Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (021-705 6707).

Engineering, other

1978

GLASGOW: Scottish Engineering Exhibition. 14-18 November 1978. At Kelvin Hall. * Apply Scottish Industrial and Trade Exhibitions Ltd, 24 Hartington Place, Edinburgh EH10 4LE (Edinburgh (031) 229 6412).

BIRMINGHAM: PEMEC (International Plant Engineering and Maintenance Exhibition and Conference). 4-8 December 1978. At National Exhibition Centre. * Apply Clapp and Poliak (Europe) Ltd, 232 Acton Lane, London W4 5DL (01-995 4806).

1979

BIRMINGHAM: POWTECH (International Powder Technology and Bulk Solids Exhibition and Conference). 6-9 March 1979. At National Exhibition Centre. † Apply Specialist Exhibitions Ltd, Green Dragon House, 64 High Street, Croydon, Surrey CR9 2UH (01-686 5741).

LONDON: TUNNELLING '79 International Exhibition. 13-16 March 1979. At Cunard International Hotel. Apply Christopher Bradley Ltd, 78 Vineyard Hill Rd, Wimbledon Park, London SW19 7JJ (01-946-3471).

BIRMINGHAM: 'INSPEX' (International Engineering Inspection and Quality Control Exhibition). 2-6 April 1979. At National Exhibition Centre. † Apply BCE (INSPEX) Ltd, 153 St Paul's Wood Hill, Orpington, Kent BR5 2SR (01-300 3200).

LONDON: SHD '79 (Storage, Handling and Distribution Exhibition). 23-27 April 1979. At Earls Court. * Apply Turret Press Ltd, 886 High Road, Finchley, London N12 9SB (01-446 2411).

BRIGHTON: TRAFFEX (Traffic Engineering and Road Safety Exhibition). 24-26 April 1979. At Metropole Exhibition Centre. † Apply Printerhall Ltd, 29 Newman Street, London W1P 3PE (01-636 3956).

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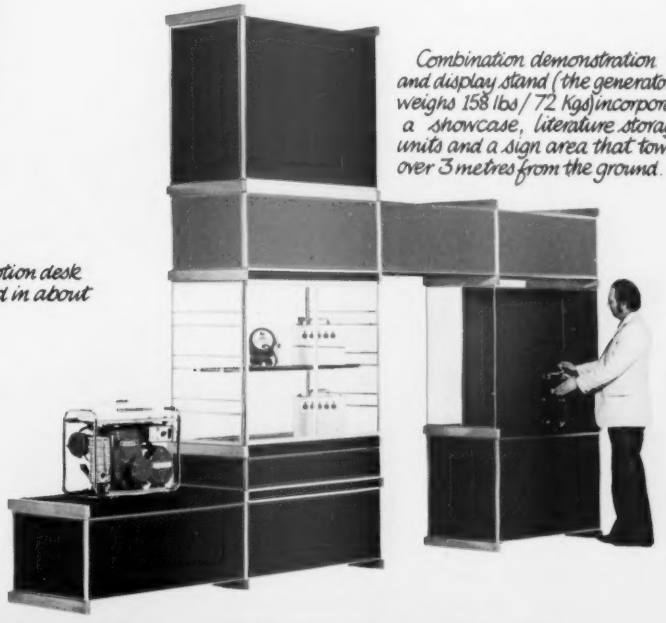

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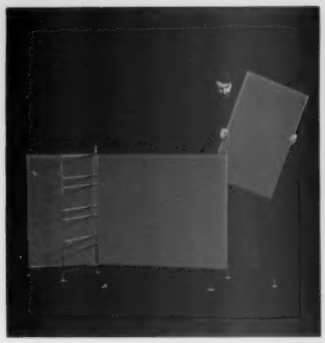

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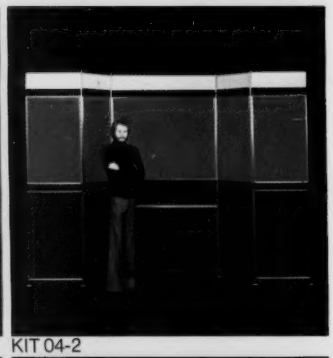
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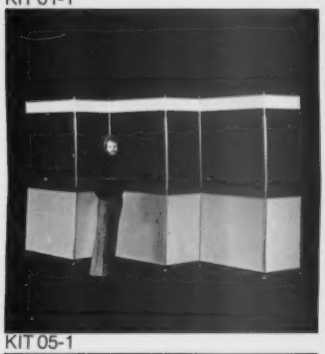
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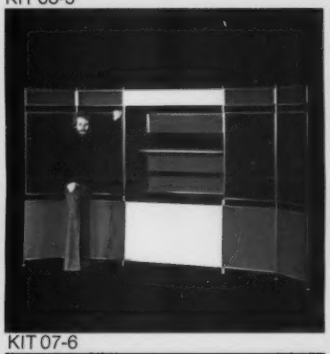
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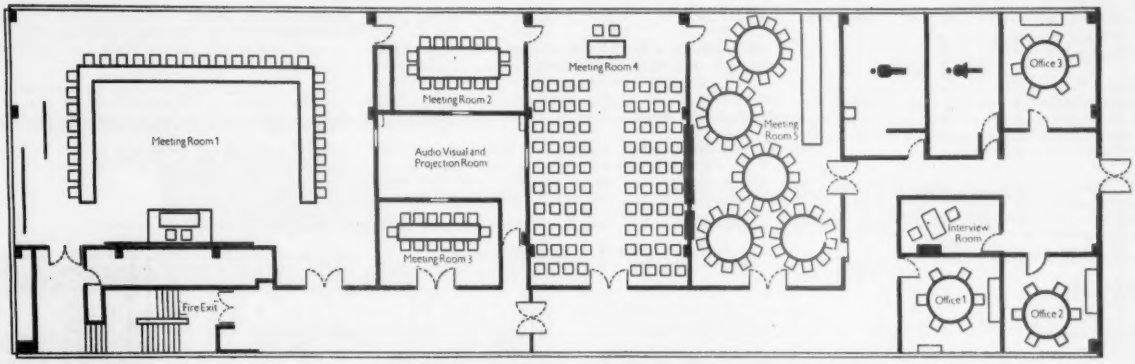

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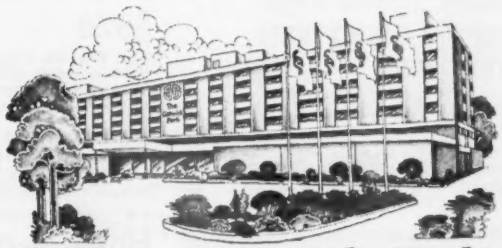

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5 UK FAIRS

BIRMINGHAM: 'WELDEX' (International Welding, Cutting and Metal Fabrication Exhibition). 24-28 September 1979. At National Exhibition Centre. Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, W. Midlands B91 2BG (Birmingham (021) 705 6707).

1980

BIRMINGHAM: International Materials Handling Exhibition. 2-7 June 1980. At National Exhibition Centre. Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Birmingham (021) 705 6707).

Foodstuffs, food machinery, hotel and catering equipment

1979

GLASGOW: Scottish Hotel, Catering and Licensed Trade Exhibition. 2-6 April 1979. NOTE CHANGE OF DATES. At Kelvin Hall. † Apply Scottish Industrial and Trade Exhibitions Ltd, 24 Hartington Place, Edinburgh EH10 4LE (Edinburgh (031) 229 6412).

HARROGATE: The National Meat Trades Fair. 13-16 May 1979. At Exhibition Centre. † Apply Brintex Exhibitions Ltd, 178-202 Great Portland Street, London W1N 6NH (01-637 2400).

LONDON: DELEX '79 (Delicatessen International Exhibition). 14-17 May 1979. At Westminster Exhibition Centre. † Apply Fairs and Exhibitions Ltd, 21 Park Square East, Regents Park, London NW1 4LH (01-935 8200).

BIRMINGHAM: NALVEX '79 (National Licensed Victuallers and Caterers Exhibition). 21-24 May 1979. PLEASE NOTE CHANGE OF DATES. At National Exhibition Centre. * Apply L. V. Exhibitions, The Morning Advertiser, 57 Effra Road, London SW2 1DA (01-733 3186).

LONDON: Frozen Foods and Freezer Festival. 30 September-3 October 1979. At West Centre Hotel. * Apply Eagle Exhibition Consultants Ltd, Ludgate House, 110 Fleet Street, London EC4Y 8EB (01-353 4885).

Footwear

1979

BLACKPOOL: International Slipper Fair. 21-23 January 1979. At Winter Gardens. * Apply Show and Leather News (Exhibitions) Ltd, 84-88 Great Eastern Street, London EC2A 3ED (01-739 2071).

BIRMINGHAM: British International Footwear Fair – Birmingham. 18-20 March 1979. At National Exhibition Centre. * Apply Shoe and Leather News (Exhibitions) Ltd, 84-88 Great Eastern Street, London EC2A 3ED (01-739 2071).

Furniture, furnishings, household equipment and hardware

1978

LONDON: Improve Your Home Exhibition. 14-28 October 1978. At Olympia. Apply Link House Magazines (Croydon) Ltd, Pembroke House, Wellesley Road, Croydon, Surrey (01-686 7181).

LONDON: The London Furniture Show. 5-8 November 1978. At Olympia. * Apply Philbeach Events Ltd, Earls Court Exhibition Centre, Warwick Road, London SW5 9TA (01-385 1200).

LONDON: FIT (International Kitchen and Bathroom Show). 19-26 November 1978. At Olympia. * Apply Building Trades Exhibition Ltd, 11 Manchester Square, London W1M 5AB (01-486 1951).

1979

BIRMINGHAM: International Spring Fair. 4-8 February 1979. At National Exhibition Centre. * Apply Trade Promotion Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (01-855 9201).

BRIGHTON: INFEX '79 (International Floorcoverings Exhibition). 5-8 February 1979. At Metropole Exhibition Centre. * Apply Norcro Exhibitions Ltd, 30 Southgate, Chichester Sussex PO19 1DP (Chichester (0243) 88423).

LONDON: Daily Mail Ideal Home Exhibition. 6-31 March 1979. NOTE PRESS DAY 5 MARCH. At Earls Court. * Apply Angex Ltd, Temple House, Temple Avenue, London EC4Y 0JA (01-353 4000).

BIRMINGHAM: DECOR INTERNATIONAL (International Contract Furnishing and Interior Design Exhibition). 3-7 June 1979. At National Exhibition Centre. * Apply Westbourne Exhibitions Ltd, Crown House, Morden. Surrey SM4 5EB (01-540 1101).

HARROGATE: International Carpet Fair. 4-7 September 1979. At Exhibition Centre. * Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Birmingham (021) 705 6707).

BIRMINGHAM: International Furniture Show. 13-18 November 1979. NOTE 13-15 NOVEMBER TRADE/PRESS ONLY. At National Exhibition Centre. * Apply BFM Exhibitions Ltd, 30 Harcourt Street, London W1H 2AA (01-724 0851).

Gas and oil extraction and distribution including offshore activities

1978

LONDON: SPE European Offshore Petroleum Conference and Exhibition. 24-27 October 1978. At Earls Court. Apply Society of Petroleum Engineers, c/o Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Birmingham (021) 705-6707) (021-705 6707).

1979

BRIGHTON: R. & M '79 (Offshore Repair and Maintenance Services and Equipment Exhibition and Conference). 14-16 March 1979. At Metropole Exhibition Centre. PLEASE NOTE CORRECT VENUE. † Apply Maclean-Hunter Ltd, 30 Old Burlington Street, London W1X 2AE (01-437 0644).

ABERDEEN: Offshore Europe '79 Exhibition. 3-7 September 1979. At Bridge of Don Showground. † Apply Spearhead Exhibitions Ltd, Rowe House, 55/59 Fife Road, Kingston-upon-Thames, Surrey KT1 1TA (01-549 5831).

Heating and ventilating

1980

BIRMINGHAM: HEVAC (International Heating, Ventilating and Air Conditioning Exhibition). 19-23 May 1980. At National Exhibition Centre. † Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Birmingham (021) 705 6707).

Horticulture and horticultural equipment

1979

NEW MALDEN: International Groundsmans Exhibition. 11-13 September 1979. At Motspur Park. * Apply Institute of Groundsmanship, 108a Chessington Rd, West Ewell, Surrey KT19 9UR (01-393 8027).

BIRMINGHAM: GLEE (International Garden and Leisure Exhibition). 7-10 October 1979. At National Exhibition Centre. * Apply Inter Garden Promotions Ltd, Columbia House, 69 Aldwych, London WC2B 4DY (01-405 9292).

Hospital, medical, surgical and dental equipment

1979

LONDON: NAIDEX '79 (National Aids for the Disabled Exhibition). 20-23 November 1979. At Wembley Conference Centre. * Apply Naidex Conventions Ltd, Temple House, 36 High Street, Sevenoaks, Kent TN13 1JG (Sevenoaks (0732) 59533).

Jewellery and giftware

1978

LONDON: Wholesale Buyers' Gift Fair. 26-30 November 1978. At Mount Royal Hotel. * Apply Trade Promotion Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (01-855 9201).

1979

BIRMINGHAM: International Spring Fair. 4-8 February 1979. At National Exhibition Centre. * Apply Trade Promotion Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (01-855 9201).

GLASGOW: Scottish Gifts Fair. 18-22 February 1979. At Kelvin Hall. * Apply Trade Promotion Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (01-855 9201).

LONDON: Annual British Exhibition of Fine Jewellery and Sterling Silver. 1-5 April 1979. At Goldsmiths' Hall, Foster Lane, London EC2. * Apply Organising Exhibition Committee, Administrative Office, c/o Condor Public Relations Ltd, 299 Oxford Street, London W1R 1LA (01-499 7324).

LONDON: International Gifts Fair. 29 July-2 August 1979. At Olympia. * Apply Trade Promotion Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (01-855 9201).

Leather, leather goods

1979

LONDON: Leatherwear International. 3-6 April 1979. At Olympia. * Apply Leather Institute, 9 St Thomas Street, London SE1 9SA (01-407 1582).

BIRMINGHAM: Leather and Associated Trades Show. 24-26 April 1979. At National Exhibition Centre. * Apply Leather Institute, 9 St Thomas Street, London SE1 9SA (01-407 1582).

Motor vehicles, motor cycles and cycles

1978

BIRMINGHAM: International Motor Show. 20-29 October 1978. At National Exhibition Centre. † Apply SMMT, 21-24 Grosvenor Place, London SW1X 7JF (01-235 7000).

1979

LONDON: The Racing and Sporting Motorcycle Show. 6-14 January 1979. At Westminster Exhibition Centre. * Apply Herbert Daniel (Holdings) Ltd, 19 Compton Terrace, London N1 1UM (01-266 7901).

LONDON: AAR '79 (Automotive Parts and Accessories Trade Show). 20-25 October 1979. At West Centre Hotel. * Apply Auto Accessory Retailer, PO Box 4, 22a London End, Beaconsfield, Bucks HP9 2JQ (Beaconsfield 71246).

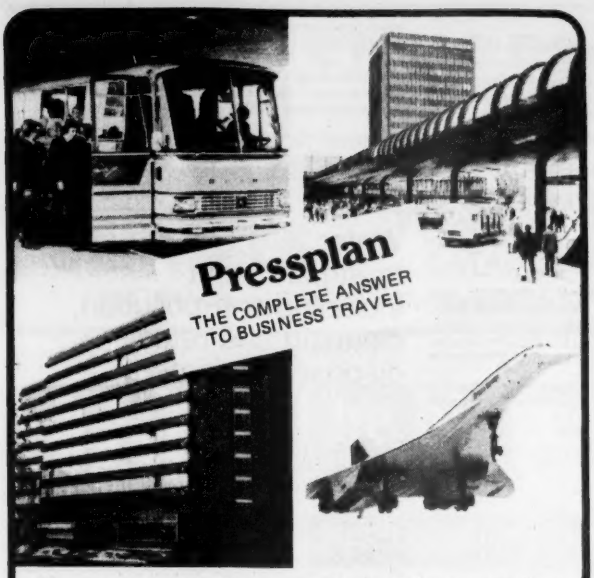
Music and musical instruments

1979

LONDON: British Musical Instrument Trade Fair. 27 July-1 August 1979. NOTE: 29 JULY-1 AUGUST TRADE ONLY. At Olympia. * Apply Association of Musical Instrument Industries, 62 Park View, Hatch End, Pinner, Middlesex HA5 4LN (01-428 4700).

UK Fairs – general inquiries contact

01-248 5757 EXT. 7109



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22.4.79 - 4.5.79	Nigeria	Lagos	£285
7.5.79 - 18.5.79	Brazil	Sao Paulo Rio de Janeiro	£405
20.8.79 - 31.8.79	South Africa	Johannesburg Cape Town	£345
3.9.79 - 8.9.79	Trinidad Tobago	Port of Spain	£330
21.9.79 - 28.9.79	Egypt	Cairo	£185
1.10.79 - 6.10.79	Kuwait	Kuwait City	£250
22.10.79- 8.11.79	Gulf States	Bahrain Abu Dhabi Oman	£305
12.11.79- 23.11.79 (Dates to be finalised)	Australia	Sydney Melbourne	£515
3.12.79 - 14.12.79	Jordan Lebanon	Amman Beirut	£185
3.12.79 - 15.12.79	Iran Iraq	Tehran Baghdad	£250

For further information please telephone Roger Millington or Alan Durham on Coventry 51777.

5 UK FAIRS

Office machinery and equipment

1979

LONDON: MICROFORUM Exhibition and Conference. 26-29 June 1979. At Wembley Conference Centre. * Apply Business Equipment Trade Association, 109 Kingsway, London WC2B 6PU (01-405 6233).

BIRMINGHAM: International Business Show. 23 October-1 November 1979. At National Exhibition Centre. † Apply Business Equipment Trade Association, 109 Kingsway, London WC2B 6PU (01-405 6233).

Packaging machinery and materials, including containers

1979

LONDON: FIE FOODPACK (11th International Food Industries Exhibition). 20-23 November 1979. At Olympia. Apply BPS Exhibitions Ltd, 4 Seaford Court, 220-222 Great Portland Street, London W1N 5HH (01-388 2117).

1980

BIRMINGHAM: BREWEX '80 (International Brewing, Bottling and Allied Trades Exhibition). 17-21 March 1980. At National Exhibition Centre. Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Birmingham (021)-705 6707).

BIRMINGHAM: PAKEX '80 (International Packaging Exhibition). 17-21 March 1980. At National Exhibition Centre. Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Birmingham (021) 705 6707).

Philately

1979

LONDON: Stampex '79 (National Stamp Exhibition). 27 February-2 March 1979. At Westminster Exhibition Centre. * Apply Stampex Ltd. 27 John Adam Street, London WC2N 6HZ (01-930 6465).

Photographic equipment

1979

LONDON: Photography At Work Exhibition. 19-27 February 1979. At Wembley Conference Centre. * Apply Maclaren Exhibitions, Davis House, PO Box 109, 69-77 High Street, Croydon, Surrey CR9 1QH (01-688 7788).

LONDON: FILM '79 (International Technology Conference and Exhibition). 2-6 July 1979. At Royal Lancaster Hotel. * Apply British Kinematograph, Sound and Television Society, 110-112 Victoria House, Vernon Place, London WC1B 4DJ (01-242 8400).

LONDON: Photolab Expo '79. 5-8 November 1979. At Alexandra Palace. † Apply Association of Photographic Laboratories, 50 Great Russell Street, London WC1B 3BA (01-405 2762).

Printing, stationery and printing machinery

1979

LONDON: STATINDEX '79 (British Stationery Show). 14-17 January 1979. At Grosvenor House Hotel. * Apply British Stationery and Office Products Federation, 6 Wimpole Street, London W1M 8AS (01-580 9256).

1980

BIRMINGHAM: IPEX '80 (International Printing Machinery and Allied Trades Exhibition). 11-19 September 1980. At National Exhibition Centre. Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Birmingham (021) 705 6707).

Scientific instruments and nuclear equipment

1979

BIRMINGHAM: LABEX (International Laboratory and Medical Diagnostic Instruments and Equipment Exhibition). 12-16 March 1979. At National Exhibition Centre. † Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Birmingham (021) 705 6707).

Ships and boats

1979

LONDON: The London International Boat Show. 3-14 January 1979. NOTE: 3 JANUARY TRADE/PRESS ONLY. At Earls Court. * Apply National Boat Shows Ltd, Boating Industry House, Vale Road, Oatlands, Weybridge, Surrey KT13 9NS (Weybridge (97) 54511).

BIRMINGHAM: Boat and Leisure Show. 17-25 February 1979. At National Exhibition Centre. Apply The Birmingham Boat Shows Ltd, 28 Colmore Circus, Birmingham B4 6AX (Birmingham (021) 236 3366).

SOUTHAMPTON: International Boat Show. 17-22 September 1979. At Mayflower Park. * Apply Artman Exhibitions, Exmoor House, Methuen Street, Southampton SO2 0FQ (Southampton (0703) 32348).

Sports goods and camping equipment, including caravans

1978

LONDON: Caravan Camping Holiday Show. 9-19 November 1978. At Earls Court. * Apply Angex Ltd, Temple House, Temple Avenue, London EC4Y 0JA (01-353 4000).

HARROGATE: Camping Trade Fair. 19-22 November 1978. At Exhibition Centre. * Apply Brintex Exhibitions Ltd, 178-202 Great Portland Street, London W1N 6NH (01-637 2400).

1979

LONDON: Camping, Outdoor Holiday Exhibition and Motor Caravan Show. 4-14 January 1979. At Olympia. Apply Trades Exhibitions Ltd, Exhibition House, Spring Street, London W2 3RA (01-262 2886).

BIRMINGHAM: ISLE (International Sports and Leisure Exhibition. 30 September-3 October 1979. At National Exhibition Centre. * Apply Federation of British Manufacturers of Sports and Games Ltd, 145 Oxford Street, London W1R 1TB (01-437 7281).

Textiles and textile machinery

1978

BIRMINGHAM: DACTEX (International Domestic and Contract Textiles Exhibition). 12-16 November 1978. At National Exhibition Centre. * Apply Exhibition Managements Ltd, Unit 2 Central Park Estate, Staines Road, Hounslow, Middlesex TW4 5DT (01-572 2121).

1979

BRIGHTON: KNITSEW '79 (National Knitting and Sewing Trades Exhibition). 25-28 February 1979. At Metropole Exhibition Centre. * Apply Exhibitions for Industry Ltd, 157 Station Road East, Oxted, Surrey RH8 0QF (Oxted (08833) 4371).

Toys and games

1979

HARROGATE: 30th Harrogate International Toy Fair. 13-18 January 1979. At Exhibition Centre and various Hotels. * Apply Harrogate International Toy Fair Ltd, 8-9 Upper Street, Islington, London N1 0PP (01-226 6653).

LONDON: British Toy and Hobby Fair. 27-31 January 1979. At Earls Court. * Apply British Toy Fairs (International) Ltd, 80 Camberwell Road, London SE5 0EG (01-701 7271).

BRIGHTON: Toy Fair. 11-14 February 1979. At Brighton Centre and Metropole Exhibition Centre. * Apply Toy Exhibitions (Southern) Ltd, 3 Rothesay Drive, Highcliffe, Christchurch, Dorset (Highcliffe (042 52) 72711).

Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment

1978

BIRMINGHAM: EWT + ENPOCON (Effluent and Water Treatment Exhibition + Environmental Pollution Control Exhibition). 13-18 November 1978. At National Exhibition Centre. † Apply Brintex Exhibitions Ltd, 178-202 Great Portland Street, London W1N 6NH (01-637 2400).

1979

LONDON: 'DUSTEX '79' (Dust Control, Air Filtration and Gas Cleaning Exhibition). 18-21 September 1979. At Olympia. † Apply Technology Exhibitions Ltd, 1 Katharine Street, Croydon, Surrey CR9 1LB (01-686 6339).

LONDON: 'FILTECH '79' (International Filtration and Separation Exhibition). 18-21 September 1979. At Olympia. † Apply Filtech Exhibitions Ltd, 1 Katherine Street, Croydon, Surrey CR9 1LB (01-686 6339).

Other specialised fairs

1979

LONDON: Amusement Trades Exhibition. 23-25 January 1979. At Alexandra Palace. * Apply Amusement Trades Exhibitions, 122 Clapham Common North Side, London SW4 9SP (01-288 4107).

BIRMINGHAM: The Energy Show. 19-25 February 1979. At National Exhibition Centre. † Apply Trident International Exhibitions Ltd, Abbey Mead House, 23a Plymouth Road, Tavistock, Devon PL19 8AU (Tavistock (0822) 4671).

HARROGATE: British Pet Industry Exhibition. 22-23 April 1979. At Exhibition Centre. * Apply 'Pet Store Trader', Old Colony House, South King Street, Manchester M2 2DA (Manchester (061) 834 8451).

LONDON: IFSSEC '79 (International Fire, Security and Safety Exhibition and Conference). 23-27 April 1979. At Olympia. * Apply Victor Green Publications Ltd, 106 Hampstead Road, London NWL 2LS (01-388 7661).

LONDON: EUCEPA '79 (European Cellulose and Paper Association International Conference and Exhibition). 21-24 May 1979. At Connaught Rooms and Waldorf Hotel. Apply James Brewster Associates Ltd, 97-99 Park Street, London W1Y 4NJ (01-408 2104).

LONDON: Fine Arts and Antiques Fair. 8-16 June 1979. At Olympia. * Apply Philbeach Events Ltd, Earls Court Exhibition Centre, Warwick Road, London SW5 9TA (01-385 1200).

LONDON: Grosvenor House Antiques Fair. 13-23 June 1979. At Grosvenor House. * Apply The Organiser, Grosvenor House Antiques Fair, Grosvenor House, Park Lane, London W1A 3AA (01-499 6363).

LONDON: International Craft and Hobby Fair. 19-23 August 1979. At Wembley Conference Centre. * Apply International Craft and Hobby Fair Ltd, 3 Rothesay Drive, Highcliffe, Christchurch, Dorset (Highcliffe (042 52) 72711).

HARROGATE: Northern Antique Dealers Fair. 13-20 September 1979. At Royal Baths Assembly Rooms. * Apply Northern Antique Dealers' Fair Ltd, 408 Leeds Road, Bradford, Yorkshire BD3 9RE (Bradford (0274) 23223).

BRIGHTON: FIRETECH '79 (International Fire Protection and Control Exhibition and Conference). 17-21 September 1979. At Metropole Exhibition Centre. † Apply Brintex Exhibitions Ltd, 178-202 Great Portland Street, London W1N 6NH (01-637 2400).

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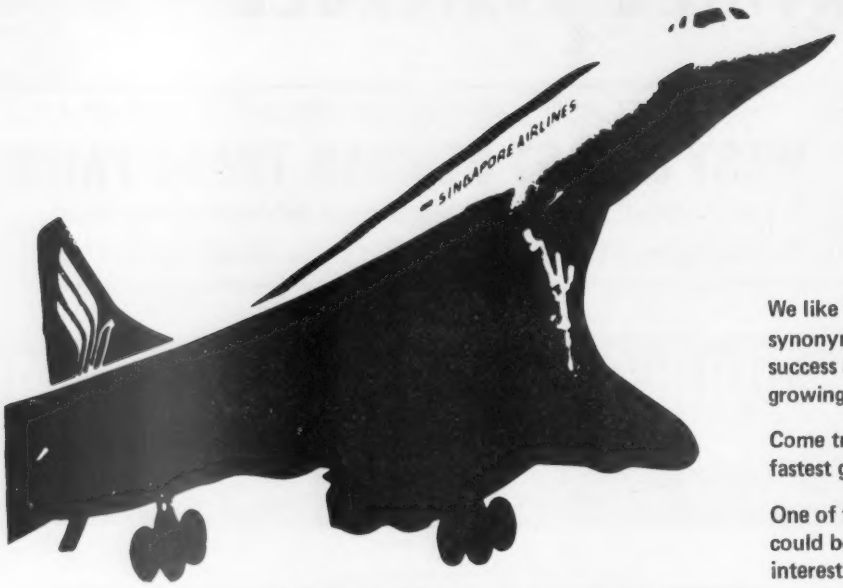

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International Hardware and Small Machine Tool Exhibition
15th-20th April 1979 World Trade Centre, Singapore

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25th-29th June 1979 World Trade Centre, Singapore

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25th-29th June 1979 World Trade Centre, Singapore

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International Exhibition of Textile Machinery
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Overseas trade exhibitions

Nuclex powers long-term contacts

From W. B. Powell, British consulate-general, Basle

In the nuclear power industry where the available projects are large, expensive and slow to happen, the emphasis at the industry's leading fair, Nuclex, is on long-term cultivation of contacts rather than immediate sales.

And although doubts are expressed about the value of such events, British exhibitors at Nuclex – held in Basle from 3 to 7 October – were unanimous that it was a particularly valuable opportunity to make and renew contacts with potential customers and consultants. Such an exhibition also allows companies to evaluate the competition and keep in touch with latest developments.

One example is of a non-British company which, finding that a similar, competing British product appeared to be better than its own, is thinking of distributing the British product in certain of its markets.

Large national exhibits are traditional at Nuclex, the most prominent being those of France, the Federal Republic of Germany, the UK, the United States and Italy.

Britain was represented not only by 26 firms in a joint venture, sponsored by the British Nuclear Forum and supported by the British Overseas Trade Board, but also by a further nine who exhibited independently or through agents. British ambassador Alan Rothnie visited the joint venture stands on 5 October, when the British national day reception was held.

From conversations with British exhibitors it was apparent that although most of the world's nuclear power plants have not been based on British technology, UK manufacturers of specialised equipment for the industry, such as valves, inspection equipment and other hardware, can do well in export markets.

One such UK firm makes nearly 90 per cent of its sales of nuclear equipment in export markets, which proves that the nuclear power station contractors in Europe and the United States can provide good business for companies which are competitive in price, design, and quality of materials. Some firms have entered the nuclear field by discovering that their expertise in metals or other materials, acquired in supplying entirely different industries, can solve technical problems facing nuclear plant manufacturers. So they have opened up entirely new markets.

The Nuclex exhibition is an ideal place for those in the industry with a technical problem to meet those who, perhaps unknowingly, have the solution.

British ambassador Alan Rothnie tries Nuclear Enterprises' radiation contamination monitor at Nuclex.

Discussing Fenner transmission equipment at AIEE '78.

AIEE '78: the biggest ever

From P. Turnbull, British consulate-general, Sydney

Australia's eleventh international engineering exhibition (AIEE '78) which took place at the Royal Agricultural Society's showground in Sydney from 11 to 16 September was considered by all concerned to be an unqualified success.

The organisers, Thomson Exhibitions, a division of the Thomson publications group, were booked out early in the year and Ken Thorpe, exhibition director, announced that as AIEE '78 occupied more than 250 000 sq ft of space it was possibly equalled only by the industrial exhibition of Sao Paulo, Brazil, as the largest specialised international display in the southern hemisphere.

The AIE exhibition is an annual event which alternates between Sydney and Melbourne and attracts between 25 000 and 30 000 trade visitors.

Sydney's 1978 event occupied eight halls and, with substantial additional open-air displays of heavy industrial equipment, expanded the scope of the exhibition over previous years.

The number of international displays increased to 13 with the United States, Canada (Ontario), Sweden, Yugoslavia, Poland and Switzerland showing for the first time – all told some 300 individual displays were available for inspection.

Involvement by the British Overseas Trade Board at first in 1970 through joint-ventures and lately by British pavilion displays has continued to increase in area and in number of participants.

On the 38 stands that made up the British pavilion the products and services of 80 separate British firms were displayed. British products were also well represented in the general sections of the exhibition.

The metal and woodworking machine-tool industries were represented by Adcock Shipley, Jones and Shipman, Kingsland Engineering, Boxford Machine Tools, 600 Machinery, and Thomas Robinson – all attracting worthwhile inquiries which they confidently expected to lead to firm orders. Members of this group considered repeated visits to their stands by government buyers from other Australian states as significantly encouraging.

In the hydraulic and pneumatic equipment area Compair was notably successful in booking orders. Indeed, early on, Compair sold a silenced RA30 rotary screw compressor off the stand for use in the glass industry to a company that had not previously considered the Compair unit but was on the verge of ordering another firm's compressor.

British engineering technology in general terms was the basis of a display by Thorburn Technical Books. The level of interest shown and actual sales by Thorburns augurs well for a continuing impact of British technology on this important market.

The design and functional layout of the British pavilion waspraised by the premier of New South Wales, who officially opened AIEE

'78. It was generally agreed, and even generously accepted by trade delegations from other nations, that the UK presentation was the leading feature of this exhibition. British exhibitors efforts in using what was available in the official pavilion were rewarded by the conviction that the many serious inquiries recorded will be followed by firm orders.

Stars boost Cologne's sports goods fair

From W. Whitton, British embassy, Bonn

This was the twentieth international trade fair of sports goods, camping equipment and garden furniture (Spoga) whose popularity with exhibitors and visitors continues to increase. The three-day event held in Cologne from 1 to 3 October attracted 42 000 visitors, 38 per cent coming from outside the federal republic.

Britain again fielded the largest away team with more than 200 firms who took part in several joint ventures under the auspices of the British Overseas Trade Board and the Federation of British Manufacturers of Sports and Games, the Camping Trades Associations GB and the Leisure and Outdoor Furniture Association and the Scottish Development Agency.

British exhibits included every kind of clothing and equipment for athletics, fishing, football, climbing, riding, camping, water sports, squash and tennis as well as the less popular European arts of golf and darts.

Something like 80 per cent of the world's export capacity for sporting goods was represented by the exhibiting manufacturers. Germans spend 10 per cent of their disposable income on leisure-time sports. This amounts to a market worth DM 40 million. In 1985 the forecasts say this will increase to DM 130 million.

Personalities to be seen during the fair included Kevin Keegan on the British Mitre stand and a few spotted Sir Alf Ramsey. David Sealey of Dunlop was appointed president of the world federation of the sporting goods industry, during the fair.

Foreign visitors numbered 6000 and came from most parts of the world, but there was the usual concentration from within Europe. The general results of the fair from the 1763 exhibitors including 769 foreign exhibitors were good to very good and the British contingent agreed that the fair was more active and interesting for business than last year.

The earlier idea to have a 4-day fair did not materialise because of lack of support from the German industry. The dates for the 1979 Spoga will be 23 to 25 September.

For those in trim and able to walk through 13 exhibition halls (130 000 m²), they could see the garden trade fair which runs concurrently with Spoga at the other side of the Cologne fair ground.

Mr M. A. Farrall, sales manager, Cantabrian Ltd, is explaining his company's electronic wind gauge to a visitor.

Senior ministers see UK products at Algerian fair

From J. C. Radcliffe, British embassy, Algiers

Algiers' fifteenth international trade fair was held from 20 September to 6 October at its pleasant permanent site in a wooded beachside enclosure between Algiers city and airport. Thirty-nine countries and liberation movements organised exhibits, either in mixed international halls or in individual pavilions.

These included major trade displays by France, West Germany, Italy and Japan and smaller trade exhibits from some other OECD countries.

There were mixed trade and information exhibits from the Soviet Union and other Comecon countries, China and a number of Asian states. The United States (represented by a commercial information exhibit) and the Netherlands returned to the fair after an absence.

Ten British companies took stands this year in the permanent British pavilion, compared with 13 in 1977. The British pavilion also included a British Caledonian information stand and a Central Office of Information travelling exhibition illustrating the work of member firms of the British Consultants Bureau in the near and Middle East.

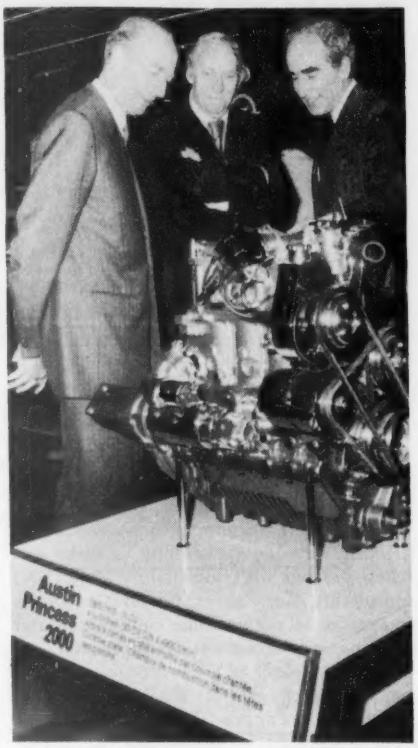
The Algerian Ministers of commerce and of water, land use and the environment attended the successful British national day reception. This gave the exhibitors an opportunity to display their products to senior officials and purchasing officers of the Algerian state manufacturing and trading organisations, which now have the import monopoly.

Although there was no central theme linking the British firms, the exhibition covered a broad range of machinery, equipment and appliances. Three British manufacturers showed textile machinery and there were also good displays of mechanical handling equipment, diesel generators and printing machinery.

A wide range of catering equipment, and of commercial and industrial cleaning appliances was on view, as well as an impressive display of power hand tools. On the Rolls-Royce stand were models of gas turbine engines for possible use in Algerian power stations and the hydrocarbons industry.

Most business in Algeria is done through calls for tender. It is impossible therefore to quantify the success of the British exhibit in terms of business contracted, but a good number of worthwhile inquiries were received and contacts made.

BL successful at Paris show



BL's new Princess engine is admired by British ambassador Sir Nicholas Henderson (centre).

From Helen Taylor, British embassy, Paris

Over a million visitors attended the sixty-fifth salon de l'automobile et du motocycle in Paris from 5 to 15 October.

The exhibition, once an annual event, had not been held for two years, and this whetted the public's appetite for a glimpse of the new car designs now in production following the energy crisis.

This did not mean that the exhibition totally lacked in glamour. Rolls-Royce Motors International was present with its most luxurious models, including the Silver Shadow mark II and Corniche coupé. The company was not short of customers, a number of whom, despite the exhibition's reputation as a national event, came from abroad.

Other prominent British exhibitors included Lotus Cars and British Leyland, which had an impressive display of 42 models. With an increase of 15 per cent in sales, BL was one of the successes at the show.

British industry was also represented in the commercial vehicles section, where Bedford reported a good response, especially for the new medium range truck. York Trailer International – an exhibitor on the British joint venture – has a thousand trailers in service in France, was especially pleased with the interest shown in its aluminium trailers.

The other members of the British joint venture, sponsored by the Society of Motor Manufacturers and Traders and the British Overseas Trade Board, exhibited components and accessories, a sector of the French market where Britain managed to increase its exports by 40 per cent last year.

As a result of the show Delanair was able to

interest the major French car manufacturers in its components, and also obtained a good response from the public for car heaters and air conditioners.

Radiomobile Ltd also reported positive expressions of interest in its car radios and other accessories, and Interlube Systems appointed a number of new dealers for its vehicle lubrication systems.

Silent Channel Products obtained orders for its products from Europe and further afield and Armstrong Patents, already an established supplier to the French vehicle industry, found the event a valuable means of extending contacts.

This year's salon demonstrated that the motor car retains its allure, and the indications are that it will continue to do so. Half the visitors to the salon were between 25 and 30 years old. So exhibitors, while boosting current sales, were also investing for the future.

Britain's caravans roll into Europe

From British consulate-general, Düsseldorf

A small but determined contingent from the British caravan industry took on the might of the German and continental caravan manufacturers at the seventeenth international caravan salon at Essen – held between 30 September and 8 October – and returned home with the prospects of substantial orders. Ten British companies, under the sponsorship of the National Caravan Council, exhibited at this event under the British Overseas Trade Board's joint-venture scheme.

Britain's share of the lucrative German market has slumped disappointingly since the early and mid-sixties and this was the first joint venture since 1973. All the British participants reported keen interest in their products and all declared their intention to return for the 1979 exhibition to try to increase their share of the market.

Avendale Coachcraft reported inquiries from eight countries for its caravans and the firm was hopeful that it would be able to develop good markets in three countries with first year sales as high as £400,000. Swift Caravans said it expected to sell around 50 caravans in Germany in the coming year providing they obtained early clearance from the German testing institute.

The British component and accessory manufacturers were equally delighted with their showing, with two companies expecting orders totalling £70,000.

Salon attracted 130 000 visitors from all parts of Europe. On display were the products of 200 exhibitors from 13 countries, including over 700 different models of caravans, mobile homes (or motorised caravans), static caravans and tent trailers as well as caravan components and equipment.

Much public attention was focused on the vast range of mobile homes from the relatively modest van conversions at around £5,000, to the coach-built, lavishly equipped mobile hotels, some of which were priced over £50,000. The new breed of 'executive vans' where small board meetings can be held while going up the M1 was also the object of much curiosity.

The caravan salon was, however, mainly concerned with caravans and the public were treated to a feast of mobile splendour. At one end of the scale there was a new range of 'pick-a-back' caravans which bolt onto the top of an average size family saloon and which can be conveniently stored in the garage when not in use. The range progressed through the small 3.5 m, two-bed models up to the 8 m, double glazed, centrally-heated eight-bed caravans.

The emphasis in Germany in recent years has been towards better equipped and higher-quality caravans and the Essen caravan salon provides the ideal opportunity each year for the highly critical domestic consumer to compare the relative merits of the caravans of most of the major European manufacturers. In an attempt to retain their share of the market and to keep price increases to a minimum, German manufacturers, who produce nearly one-third of all caravans in Europe, have been forced this year to cut back marginally on quality and finish. This development was the source of much encouragement to the British caravan manufacturers represented at Essen, whose caravans were of high-quality and very competitive in price.

President Ceausescu (second right), flanked by Reginald Secondé, British ambassador (left), and Eugene Schental, senior British commercial officer at the Bucharest embassy (right), being shown a Rolls-Royce Engine.

Bucharest business tops £1m

From G. G. Simpson, British embassy, Bucharest

Over £1 million worth of business had been concluded during the fifth Bucharest international trade fair opened on 5 October by President Ceausescu. Accompanied by senior ministers, the president toured some of the 19 national pavilions including the British pavilion where he spent some time in discussion with exhibitors.

Representatives from 24 countries had come to Romania for the 10-day fair which attracted some 300 000 visitors. The major overseas exhibitor was West Germany with Britain closely following Poland into third place. Over 100 companies were represented on the 32 stands in the British pavilion displaying a wide variety of items including machine tools, compressors, aircraft engines, electronic components and copying machines. In addition a number of UK manufacturers of earth-moving equipment and cranes exhibited on an outside site of some 700 m² next to the UK pavilion.

In addition to business concluded negotiations for a substantial amount of further business were either initiated or advanced. Companies already established in the market welcomed the opportunity to meet and discuss problems with end users. First time exhibitors expressed themselves satisfied with the level of interest and confirmed their intention of concentrating further attention on the Romanian market.

Sir Robin Brook, vice-president of the London chamber of commerce was guest of honour at the British day reception given by the British ambassador Reginald Secondé and the British exhibitors.

Persistence paying off in Moscow

From Peter Beckingham, BOTB, Moscow

'Exhibitions in Moscow provide an ideal opportunity to meet eventual end-users of equipment as well as officials from the trading corporations from whom contracts are eventually received,' said Eric Ward-Zinski, a director of Quest Automation, after the opening of the Nauka '78 scientific instruments exhibition in Moscow, held from 12 to 23 October.

The truth of his statement was demonstrated within days when Quest signed contracts worth over £270,000 for computer-based systems for the design of printed-circuit artwork, and reported that they were confident of receiving a letter of intent for a further £750,000 range of equipment during 1979.

Many of the 36 British companies taking part in a joint venture organised by the Scientific Instruments Manufacturers Association (Sima) and the British Overseas Trade Board at Nauka were also satisfied with progress at the event. By the end of the exhibition, Laurie Nolder, Sima's marketing executive with substantial experience of arranging exhibitions in eastern Europe and the USSR, estimated that the group would have sold some £2 million worth of equipment.

For most of the companies such orders were the result of several years' determination to break into the Soviet market. Companies planning to export to the USSR, says John Hutson, Britain's commercial counsellor in Moscow, should only do so if they have reserves of stamina and great persistence and patience. If they do have those qualities, he says, the rewards in due course can be substantial in terms of regular, repeat business achieved economically.

His views were amply borne out by the experiences of the British group at Nauka. Chemlab Instruments, Hornchurch, for example, first approached the market through an agent, over 18 months ago. Now they have been invited to install their automatic analysis system in the Academy of Science for an evaluation period of about six months. If sold, the order will be worth some £10,000 and David Hendry, managing director of the company, anticipates the market could be worth eventually some £100,000 a year – good going for a company established in 1967 and employing about 70 staff.

Cliff Warwick, technical sales manager for Oxford Instruments, also pointed up the value of patience. 'Russia is the country of the long wait for the British exporter,' he said. 'Whoever comes out to Moscow has to have enormous patience and be completely confident that his management back home don't expect a rapid recovery of costs.' His company manufactures systems for determining oil and water content in material, and data recording and analysing systems for electrocardiagrams. It first exhibited in Moscow eight years ago and now exports some £48,000 worth of equipment to the USSR a year.

Another British exhibitor, Lewis and Peat, first approached USSR authorities some 18 months ago for a client, and now expects to reap the benefits with a contract connected with the 1980 Olympic games. They are expecting to sign a contract during, or immediately after, the exhibition for equipment manufactured by a Croydon-based company to analyse the breathing performances of Russian athletes in their training build-up to the Olympics.

The 1980 games – already featured prominently on Soviet planes and in excursions from Moscow hotels – also provided a contract for Marconi Instruments, which took orders last year for £400,000 worth of television monitoring equipment to be used at the games. One of Marconi Instruments' other divisions was confident at the exhibition that it will be confirming a contract for £100,000 worth of automatic testing equipment for use in the Institute of Cybernetics.

With orders such as these – and many more from both large and small UK companies – the USSR market is clearly an important one, especially, Laurie Nolder of Sima suggests, for companies producing equipment which can improve production capability and efficiency.

A Russian visitor (right) on the stand of Instron, High Wycombe, with the company's sales engineer Mr E. Przymenski at Nauka '78 equipment exhibition in Moscow.

USSR sets high priority on agriculture

From Frank Holroyd, British embassy, Moscow

The third international agricultural machinery exhibition, held in Moscow during the first fortnight of September, attracted exhibitors from 22 countries and a British joint venture, sponsored for the second time by the British Agricultural Export Council and the British Overseas Trade Board, embracing 19 firms.

Much attention has been paid to agriculture in the last few months following a major policy speech by Soviet president, Leonid Brezhnev, and subsequent party and government resolutions outlining agricultural aims over the next seven years.

Reflecting the importance of this sector of the economy, the exhibition was opened by a deputy chairman of the council of ministers who later met most of the British exhibitors during his tour of the exhibition.

Throughout the exhibition there was a succession of visits by VIPs and relevant officials to the British stands.

Although actual sales were not high, most exhibitors felt that they had made important new contacts or advanced current business. One assessed the contacts made at the exhibition as having achieved more than would otherwise have been possible in two years of visits.

The current five-year plan allocates to agriculture some 171.7 billion roubles, over 25 per cent of total state capital investment. However, the volume of foreign trade is traditionally very small: these resources are much more likely to be directed into development of the Soviet agricultural machinery industry rather than importing foreign equipment.

Nevertheless there is scope for direct sale of sophisticated equipment and components, licensing of machinery and plant and for the exchange of product.

Particular emphasis is being laid on fodder production and its increased nutrient content, greater mechanisation to facilitate very large-scale factory farming, land improvement and plant protection. The particular value of this exhibition was that it brought representatives of British firms dealing with all of these priority areas into contact with those at the highest level of decision making in Soviet agriculture.

Electric vehicle progress accelerates rapidly

From Roland Willcox, British consulate-general, Philadelphia

Since the first international electric vehicle exposition in Chicago 1977 great progress has been made in technical and market development for this type of vehicle. Progress is expected to accelerate rapidly between now and 1980, when the next exposition takes place in St Louis from 20 to 22 May.

Five British firms took part in a joint venture sponsored by the British Overseas Trade Board and the Westminster chamber of commerce, at the second exposition held at the Philadelphia Civic Center from 3 to 5 October.

The Philadelphia exposition, as stated by its sponsor the Electric Vehicle Council, heralded the coming of the electric vehicle era and clearly identified the exhibitors as the leading manufacturers of electromotive products.

An estimated 7000 visitors were able to view a wide range of products on the British stands.

Newton Aids of London exhibited what the firm says is the only truly portable powered wheelchair with a range of eight miles, fingertip controls and controlled braking. A two-speed gear box with a neutral position enables the chair to be pushed by an attendant. Many inquiries were made and the firm has already established one agency in the United States and, as a result of the show, is considering a further two.

Cableform of Stockport offered a range of electric and electronic controls and components for battery powered electric vehicles, in conjunction with Cableform Inc of Virginia. Two items said to be new to the United States' market were a regenerative brake system for either road or industrial vehicles, and a new battery connector. Cableform equipment was on several vehicles being exhibited at the show by United States builders. A high level of interest was shown by visitors to the stand and inquiries came not only from electric on-road

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car firms but from makers of electric locomotives and personnel carriers.

Braune Batricar of Stroud was highly successful with its Batricar, Batricaddy and Baby Batric. The Batricaddy electric golf car is claimed to have the highest power-to-weight ratio of any golf car on the market.

The Baby Batric, small enough to fit into the boot of a car is powerful enough to tow boats or cars weighing up to 3 tons. Braune's entire exhibit was sold off the stand on the first day of the exposition.

Mawdsleys of Dursley offered four examples of custom-made fork-lift truck traction and pump motors which drew lively discussion and questions from visitors to its stand. Mawdsleys is able to design and produce motors to suit the particular applications of any client, with special interest in golf carts and fork-lifts.

Romarsh Electronics of Calne, received many useful inquiries on its range of fluorescent lighting for transport vehicles in general, and its battery chargers with advanded voltage sensors and control systems. Visitors were particularly interested in Romarsh's progress in the development of high-speed charging.

UK could sell more to Cern

From J. L. W. Hobbs, British consulate-general, Geneva

Twenty-five British firms, manufacturing electronic equipment, measuring instruments, and other specialised products, exhibited their products at an 'in-house' display at Cern (the European Organisation for Nuclear Research), from 9 to 13 October. Organised by the Group of Associations of Manufacturers of British Instrumentation, Control and Automation equipment (Gambica), in association with the British Electrical and Allied Manufacturers Association (Beama), the display was mounted as a British Overseas Trade Board joint venture within the Cern Administration Building in Geneva.

The Gambica exhibit included several firms that are well-established suppliers to Cern as well as a number of newcomers.

This exhibition, the fourth of its kind since 1972, provides British firms with a unique opportunity to show their latest products to the scientists and purchasing officials of Cern, and has been proved to be a useful method of obtaining business.

Cern has a budget of 580 million Swiss francs in 1979, to which the British government contributes about 16 per cent. UK sales to the organisation have, since 1952, averaged rather less than half of this. There is therefore every incentive for British firms to sell more to Cern in an effort to redress the balance.

The standards of quality, delivery and after-sales service set by Cern are, as one would expect, exacting, and all large contracts are subject to competitive tendering. The fact that a considerable number of British firms have succeeded in matching up to these requirements, and obtained business worth over £13 million in 1977, should be an encouragement to others.

It is too early to say what business will result, but most of the exhibitors were well satisfied with the interest shown by the Cern buyers, and are likely to come again if, as expected, the exercise is repeated in 1980.

UK at South American cancer congress

From J. S. Chick, British embassy, Buenos Aires

Two UK companies, the Wellcome Foundation and ICI, took part in an exhibition associated with the twelfth international cancer congress held in Buenos Aires from 5 to 11 October.

Manufacturers of instruments and pharmaceuticals from United States, Canada, Germany, France, Japan, and Argentina also exhibited.

Over 8000 delegates attended the congress, half of them from outside Argentina. Both British firms came with the object of broadening international knowledge of their pharmaceutical products in the treatment of cancer and were well satisfied with the response.

The Wellcome Foundation obtained the prime exhibition site at the congress and Imperial Chemical Industries gained honorable mention for a film on the treatment of breast cancer.

Chicago store boost for UK goods

From Ken Green, BOTB, Chicago

'John Bull is back' ran the headline in the *Chicago Tribune* for Marshall Field's second 'British Showcase' promotion which ran from 25 September to 14 October.

The store estimated its stock of British goods at $30 million from over 500 sources. Items ranged from a beautifully hand-crafted desk from Arthur Brett with a price tag of $27,000, ladies fashions by Zandra Rhodes, to rolls of toffees from Callard and Bowser priced at 30 cents.

Marshall Field is the dominant force at the quality end of the retailing trade in the important greater Chicago area of the midwest and its discerning customers have been treated to a feast of British merchandise and British atmosphere.

The theme of this year's promotion was the City of London and, appropriately, the event was opened by the Lord Mayor, Sir Peter Vanneck accompanied by the lady mayoress. The chief executive of the British Overseas Trade Board, Jim Wilks, also was present.

Treasures from London's Guildhall were on display to complement the substantial quantities of British jewellery, silver and plateware on sale. Windows were filled with British merchandise.

Special features and concentrations of selected British goods were at strategic locations and craftsmen demonstrated the art of creating silver plate and pewterware, of painting pictures on glass and of decorating porcelain.

The crowds came also to enjoy the whimsical machines of ever popular British inventor and humorist Rowland Emmett who was present throughout the promotion.

The major attraction was his specially designed 24-ft high centre-piece in the main restaurant at the State Street store which with some 2.25 million square feet of selling space is one of the largest in the world.

This store also gave great scope for the stentorian tones of Alfie Howard, the town crier from Lambeth.

British showcase was also reflected in the Water Tower Place store on fashionable North Michigan Avenue and at all the 15 suburban stores.

The success of the promotion was summed up by Leyland Carstens, vice-president in charge of imports. 'The interest of our customers in British products has been increased greatly as a result of this our second British promotion and we expect this trend to continue into the future,' he said.

Fashion fair line-up at Marshall Field's store promotion. The proceeeds of the fashion show went to the Westminster Abbey appeal fund. Left to right, Arthur Osborne, president of the Chicago division, Marshall Field, Lady Vanneck, Mrs Alexander Hehmeyer, Westminster Abbey appeal benefit committee member, designer Zandra Rhodes, London's Lord Mayor, Sir Peter Vanneck.

Overseas trade
export services

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Export services exhibition at NEC

There is still some space left at the export services exhibition at the National Exhibition Centre, Birmingham, from 5 to 8 December. For the first time the British Overseas Trade Board will be taking space at the exhibition where it will be featuring export market research scheme the market entry guarantee scheme and the Export Intelligence Service.

Further information: circle 211

Lep helps UK sailing champ

Lep Transport of Southampton has been commissioned by Chris Law on behalf of the British Olympic finn racing team, to ship two sailing dinghies and accompanying 23 ft masts to Los Angeles, for further transportation to Manzanillo, Mexico.

The boats are being entered for the world championship, finn gold cup 1978 regatta – an annual event which takes place from 19 to 26 November. Chris Law will be defending his title as winner of the cup in 1976 (there was no championship last year) with Graham Scott, the only other British competitor taking part.

Following packing into a 40-ft container, the boats leave Greenock on the *Euroliner* bound for the United States.

Lep Transport in Los Angeles will attend to any transhipment formalities, enabling the boats to be collected by one of Mr Law's fellow competitors from the United States and driven to Manzanillo.

Further information: circle 212

EGE links with Navis for north German route

European and General Express Co has finalised an agreement with Navis, one of the leading forwarding agents in Hamburg, to distribute EGE's export shipments through northern Germany.

EGE export cargo is despatched twice weekly from the London international freight terminal on 12-m trailers, with a two to three day transit time to the Navis warehouse via the Harwick/Hamburg ro-ro link. Navis in turn, supervises the onloading, clearance and distribution of goods throughout northern Germany.

Further information: circle 213

New trailer service on London-Ostend route

Kuphar – a 300-ft long, flat-top trailer carrier arrived for fitting-out at London's Royal Albert Dock on 11 October.

Operated by the Albert Line, the *Kuphar* will be used for the first-ever ro-ro trailer service from the Royal docks to Ostend.

The carrier is capable of transporting 10 000 tons, and has enough deck space to carry 64, 40-ft unaccompanied trailers.

The service will operate from wharf 11 at the Royal Albert Dock – near Albert Line's offices, which also has two lorry parks, accommodating over 500 trailers.

Further information: circle 215

First order for new link-up

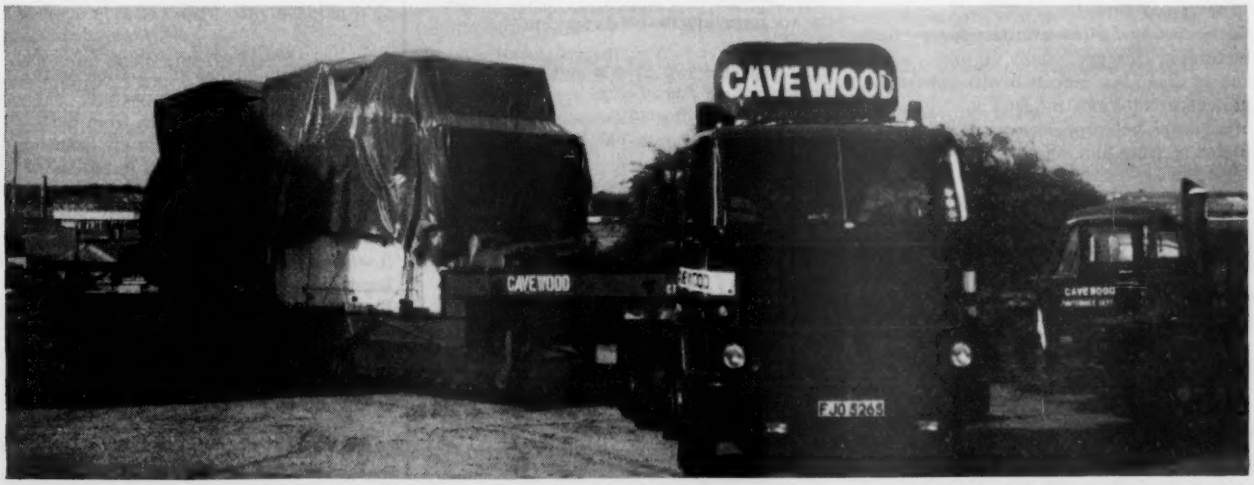
One of the first orders for the new link between Pan International Transport and Gulf Express being loaded on to a Pan Arabian transport vehicle. The order – building materials – was part of a four trailer movement of such goods for a school being built in Kuwait.

Further information: circle 216

Cave Wood's new trailer for loads of 45 tons

This latest addition to the Cave Wood fleet is a 50 ft. long tri-axled step-frame trailer, capable of carrying loads of up to 45 tons. The trailer is shown coupled to a six-wheel drive Volvo loaded with an injection moulding machine weighing over 40 tons.

Further information: circle 214



Overseas trade country data

Australia

Spanners and wrenches. A notice in *Trade and Industry*, 6 October, reported a reference to the Industries Assistance Commission as to whether assistance should be accorded the production in Australia of spanners and wrenches falling within tariff item 82.03.2.

It has now been announced that the public hearing will be held on 13 November, starting at 10.00 in the Public Inquiry Room, 12th Floor, Marland House, 570 Bourke Street, Melbourne.

Inquiries: CRE 01-215 5319.

Ref: CRE 1466/78.

Works trucks. A notice in *Trade and Industry*, 26 April, gave notice of the date of the public inquiry into the question of protection of:

1 All goods of a kind falling within tariff item 87.07 which embraces, among others, mechanically propelled works trucks of a kind used in factories, airports, etc (including platform trucks, forklift trucks and straddle carriers); tractors of a kind used on railway stations; parts for such trucks and tractors, and 2 Mobile machines incorporating elevating masts to which are normally attached forks, buckets, tines and the like falling within tariff items 84.22.5 and 84.22.9

The revised date of the public hearing is 9 November and the time and location remains as originally published, ie starting at 10.00 in the Public Inquiry Room, 16th Floor, 59 Goulborn Street, Sydney, NSW.

Inquiries: CRE 01-215 5319.

Ref: CRE 516/78.

Gearboxes, etc: duty increased. Following consideration of the Temporary Assistance Authority's report and recommendations, the Australian government has temporarily increased duties on gearboxes, gears and shaft couplings. The new rate of duty will be 35 per cent which applies to all goods within tariff items 84.63.5 and 84.63.99.

Inquiries: OTAR 01-248 5757 ext. 468/469/401.

Ref: CRE 1526/77.

Carbon-coated film, etc: temporary duty. A notice in *Trade and Industry*, 16 June, gave the date of the public inquiry into the question of protection of the local industry against imports of polyester, polypropylene or cellulose acetate coated copying film falling within tariff items 39.01, 39.02, 39.03 or 39.07.

Following consideration of the Temporary Assistance Authority's report and recommendations the Australian government has imposed a temporary duty on all the items concerned to bring the existing rate up to 25 per cent.

Inquiries: OTAR 01-248 5757 ext. 468/469/401.

Ref: CRE 174/77.

Dumping of electric motors. The Australian government has received an application from local industry for anti-dumping action to be taken in respect of imports of electric motors of UK origin falling within tariff item 85.01.120.

The Australian customs representative in London is being asked to carry out inquiries to establish a normal value for these goods.

Inquiries: Department of Trade, General Division, 01-215 5516.

Ref: CRE 36493/2.

Dominican Republic

Foreign investment law. The government of the Dominican Republic has recently passed a new foreign investment law. An unofficial translation of the bill is available from OTAR 01-248 5757 ext. 474/476.

Fiji

Milk, and milk products. The Fiji government has passed the Customs (Prohibited Imports) (Amendment) (No. 4) Order 1978 so that from 5 October the import of milk and cream classified in items 04.01.00.00, 04.02.00.01 and 04.02.00.09, butter classified in item 04.03.00.00 and cheese and curd classified in items 04.04.00.01 and 04.04.00.09 is prohibited except in accordance with the terms of a licence issued by the permanent secretary for agriculture and fisheries.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

France

Food and drink. Decree 78-975, 26 September, on the conditions of sale for food and drink (human and animal) and labelling requirements for those goods which are prepacked for selling in shops come into force on 1 October.

This decree, which was published in the French *Official Journal* of 28 September, modifies decree 72-937 of 12 October 1972 relating to the law of August 1905 on repression of frauds.

Copies of the French text are available from OTAR 01-248 5757 ext. 423/408/439.

Federal Republic of Germany

Meat. The *Bundesgesetzblatt*, 18 July, 38, published the 'new version of the meat order' dated 4 July.

This order, which contains lists of additives, refers to the previous meat orders and other relevant foodstuffs orders. It formally came into effect on 1 January.

Copies (in German) are available from OTAR 01-248 5757 ext. 467/466/288.

Iraq

Import licensing programme. Details of the 1978 import licensing programme have now been received and inquiries giving item(s) and CCCN number(s) can be made to OTAR 01-248 5757 ext. 475/7062.

Israel

Import duty amendments. Amendments have been issued to the Israeli customs tariff, affecting a large range of CCCN numbers, from 21.06 to 85.05 inclusive.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Jordan

Frozen products. The British embassy in Amman has reported that a new administrative order has been issued restricting, from 14 September, the import of frozen meat, frozen fish and frozen poultry to the Ministry of Supplies.

Inquiries: OTAR 01-248 5757 ext. 475/7062.

Republic of (South) Korea

Import liberalisation. The government of the Republic of Korea has recently announced import liberalisation measures, from 18 September 1978. The following goods are now automatic approval items (ie an import licence can be issued automatically by a Korean bank when the importer applies for the relevant letter of credit).

An asterisk denotes that the item is placed under import surveillance (ie an import licence is issued automatically but the authorities observe the trends in the import of these items to prevent damage to local industries):

28.04 Red phosphorus, *28.13 White carbon, *28.25 Titanium oxides of anatase type, *28.31 Sodium chlorite, *28.42 Soda

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757. In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

ash; sodium bicarbonate, 32.05 Dyestuffs; *pigments; solvent black 5; basic blue 1; basic blue 3; basic blue 45; basic blue 64; basic blue 66; basic blue 67; basic blue 65; basic navy blue (all); basic black (all), *32.09 Paint and other items under the category of recommendation by the Korea Paint and Ink Industry Co-operative, *32.13 Printing ink, 33.04 Foodstuffs flavouring, *37.02 Under the category of photographic film, film in rolls, of ASA 200 or less, for black and white camera, 39.01 Polyester resin, *39.02 Pvc sheet, *40.11 Radial tyres, 41.02 Grain leather, 44.21 Wooden boxes, *48.07 Art paper, 48.11 Wall paper, 48.15 Tissue paper, 48.20 Paper bobbins, spools, cops and similar supports, 58.03 Tapestries, hand-made and needle-worked, 59.04 Twine, cordage and net, *59.05 Fishnet, 60.03 All items except women's stockings, 61.10 Gloves, mittens, socks, 62.05 Dress patterns, 65.03 Felt hats and other felt headgear, 65.04 Hats and other headgear plaited or made from plaited or other strips of any material, 65.05 Hats and other headgear, knitted or crocheted, or made-up from lace, felt or other textile fabric in the piece, 65.06 Other headgear, 73.08 Iron or steel coils for re-rolling, 73.10 Wire rod, 73.11 Angles, channels, I section, *73.13 Cold-rolled steel plate; hot-rolled steel plate, *73.14 Uncoated iron wire; galvanised iron wire, *73.16 Light rails, 73.25 Wire rope, sun rope, locked coil rope, steel tyre cord, *73.36 Oil stoves and parts, *74.01 Copper and alloy ingots, *74.17 Alpinist's burner and parts, *76.03 Aluminium sheet and strip, *82.03 All items under recommendation by the Fine Instrument Centre, *82.04 Hand tools, *82.05 Stamping dies, *82.06 Paper cutting blade, veneer cutting blade and blade for slate, 83.01 Door lock except those for automobiles, *83.15 All kinds of welding rod, 84.06 Engines for manufacturing forklift trucks (only for manufacturers authorised by the Ministry of Commerce), *84.10 Sewage pumps, 84.21 Air spray guns, water jet cleaners, fire extinguishers, 84.54 Punch marking machines, hand-operated; staplers, *84.61 All kinds of valves, 85.03 Manganese dry battery, 85.04 Storage battery, 85.05 Electric saws, planes, wood tools, 85.06 Electric scissors, ventilating fans, household, 85.07 Electric hair clippers, 85.12 Household coffee pots, 85.15 Radios, except those for automobile digital clock radio, *85.19 Tumbler switches, sockets for household use, *85.20 Fluorescent electric bulbs; bulb, electric filament type, *85.23 Cable, flexible, plastic insulated for distribution and electrical appliance use; parallel cord for tv sets; bind cable; honey-comb and self-bonding wire; enamel wire, oil filled; wire silk or cotton; wire, submarine motor; epoxy enamel wire; wire, military communication; cable, high-tension, insulated, 87.02 Express buses authorised by Ministry of Commerce after recommendation by Ministry of Transportation (more than 240 hp, more than 120 km/hr, monocoque or semi-monocoque type, air suspension, 96.06 Hand sieves

No further details are available.
Inquiries: OTAR 01-248 5757 ext. 420/475.

Luxembourg

Tobacco and tobacco products. The *Luxembourg Memorial*, 59, 21 September, published two decrees of 19 July and 28 July amending the excise duty on tobacco and tobacco products. The decrees came into force on 1 August 1978.

Copies of the decree (in French) are available from OTAR 01-248 5757 ext. 288/466/467.

Liquid fuels. The *Luxembourg Memorial*, 7A-51 22 August, published a decree of 12 July, which takes into consideration EEC directive of 24 November 1975 on the amount of sulphur in certain liquid fuels.

Copies of this decree (in French) are available from OTAR 01-248 5757 ext. 288/466/467.

Mexico

Tariff amendments. Acuerdos of the Secretaria de Comercio published in the *Diario Oficial*, 9 October, amended the official prices of some goods in the following tariff headings:

29.16, 29.24, 38.11, 39.07, 49.11, 58.05, 73.23, 83.04, 84.21, 84.42, 84.54, 85.14, 85.15, 91.05, 91.06, 91.11, 92.11, 85.01.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Acuerdos of the Secretaria de Commercio, published in the *Diario Oficial*, 9 October, amended the official prices of some goods in the following tariff headings:

29.16, 29.24, 38.11, 39.07, 49.11, 58.05, 73.23, 83.04, 84.21, 84.42, 84.54, 85.14, 85.15, 91.05, 91.06, 91.11, 92.11, 85.01

A decree published in the *Diario Oficial*, 11 October, made amendments to duties and/or to the wording of subheadings in the Mexican import tariff. The main headings affected are as follows:

29.13, 29.16, 29.22, 35.03, 37.05, 39.01, 39.02, 39.03, 49.08, 75.02, 82.01, 82.05, 84.46, 85.19, 90.10, 90.19

Inquiries: OTAR 01-248 5757 ext. 476/474.

Nigeria

Registration of pharmaceuticals and drugs. A circular letter from the Nigerian Federal Ministry of Health and Social Welfare addressed to all pharmaceutical companies in Nigeria announced the prohibition on the sale of all unregistered pharmaceuticals.

Pharmaceutical companies must supply, by 15 November 1978, particulars of all pharmaceutical and drug preparations 'being actually marketed' in the country. Such items will be provisionally registered and may be granted full registration later.

Applications presented after 15 November will have to be processed for full registration before the products may be approved for sale within the country. No unregistered products will be allowed to circulate after that date.

The information the Nigerian applicant will be required to give for each product includes: the proprietary or generic name of product, form of presentation in packages, name and quantity of each ingredient, chemical name and the structural formulae of each active ingredient, method of manufacture, route and conditions of administration, dosage form, side effects, contra-indications, adverse reactions, antidote in the event of overdose, teratogenecity, analytical method of each ingredient: (chemical or microbiological), shelf life, stability data, toxicological and clinical data.

Applicants will be required to give five samples of the following for each product to be registered: form of presentation of the product; leaflets accompanying the product; and package information of the product.

They will also have to state whether the product is already in the market of the country of origin, name other countries in which the product is being marketed and state how long the product has been in the market in Nigeria.

Inquiries: OTAR 01-248 5757 ext. 473.

Import prohibitions. Following the notice in *Trade and Industry*, 30 October, page 85, item 1 should read:

For goods imported by sea or overland: Shipment before 1 October or coverage by letter of credit opened in Nigeria on or before 21 September providing carrying vessel or vehicle arrives in Nigerian waters or territory on or before 31 December.

Inquiries: OTAR 01-248 5757 ext. 423.

Portugal

Import ceilings for cereals. A notice in *Trade and Industry*, 23 June, reported the import ceilings for cereals and seeds to be purchased in 1978 by Empresa Publica de Abastecimentos de Cereais, a Portuguese government buying agency. These ceilings have been altered by despacho normativo 244/78, published in the *Diario da Republica*, 1st series, 217, 20 September.

The revised list is as follows:

	Tonnes
Rice	55 000
Yellow maize	1 900 000
White maize	2 000
Sorghum	300 000
Wheat	650 000
Rye	24 000
Seeds	15 220
Barley for malt	25 330

Further details may be obtained from: Empresa Publica de Abastecimento de Cereais, Direccao de Infrastruturas, Avenida Almirante Gago Coutinho, Lote 1618, Piso 11, Lisbon.

Inquiries: OTAR 01-248 5757 ext. 460.

Saudi Arabia

Medicines and drugs. Under ministerial resolution 7/27, dated 1 February 1977, issued by the Ministry of Health, the re-registration of medicines and drugs by UK agents in Saudi Arabia has to be completed by February 1979.

This re-registration must comply with the regulations issued under the resolution and copies are available to British exporters from OTAR section, 01-248 5757 ext. 7062.

South Africa

Tariff application. Customs tariff application list 34/78, published in the South African *Government Gazette*, 20 October, contains applications to the Board of Trade and Industries for increase in duty on.

1 A Crepe fabrics and seersucker fabrics of man-made fibres (continuous) (excluding fabrics containing more than 10 per cent stretch or bulked yarn (continuous)), unprinted, classifiable under tariff subheading 51.04.30;
B Crepe fabrics and seersucker fabrics of cotton, unprinted, classifiable under tariff subheading 55.09.30;
C Crepe fabrics and seersucker fabrics of man-made fibres (discontinuous or waste) (excluding fabrics containing more than 10 per cent stretch or bulked yarns (continuous)), unprinted, classifiable under tariff subheading 56.07.30;
D Corduroy of cotton, classifiable under tariff subheading 58.04.20; and
E Other woven pile fabrics and chenille fabrics, classifiable under tariff subheading 58.04.90.
Note: This application will be considered together with the application by the Department of Customs and Excise for the substitution of the existing provision under tariff 58.04.
2 A Wrought bars and rods, including bazing alloys; wrought angles, shapes and sections; and wire (not electric wire), of copper, classifiable under tariff heading 74.03;
B Hollow bars, of copper, classifiable under tariff subheading 74.07.50; and
C Solid cast bars, of copper alloys, classifiable under tariff subheading 74.01.40.
3 Forks of a kind used in agriculture, horticulture or forestry, classifiable under tariff subheading 82.01.90.
4 Clothes pegs of wood, classifiable under tariff subheading 44.24.10.

Those British trade organisations thought to be interested in the applications are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African

authorities and requires further information concerning the applications, it should address inquiries to CRE 01-215 5274.

Customs tariff changes. The following amendments were published in the South African *Government Gazette*, 6 October:

R.2001, CCCN 51.04 and 56.07: specific provisions, at a rate of duty of 25 per cent or 160c per m² less 75 per cent are made for woven fabrics of man-made fibres printed with scarf designs (excluding discharge print fabrics).

Industrial rebates
R.2002, items 316.01, 320.04, CCCN 84.62 and 39.02: 1 The provision for a rebate of duty on unworked rings of iron or steel for the manufacture of bearings is withdrawn. 2 Provision is made for a rebate of the full duty on plates, sheets and strip, of artificial plastic material, for the manufacture of rugby, soccer and similar balls.

Inquiries: OTAR 01-248 5757 ext. 471/472/473/462.

Customs tariff changes. The following amendments were published in the South African *Government Gazette*, 29 September:

R.1960, CCCN 28.38: tariff heading 28.38 is restated.

General rebates
R.1961, items 407.00, 407.02 and 412.10, CCCN 22.00, 24.02 and 33.06: the effect of this notice is that a imported firearms may no longer be cleared under rebate of duty as passengers' baggage by returning residents of the republic after an absence of less than six months, b item 407.021 is restated and extended to provide, in addition to the specified quantities of alcoholic beverages, tobacco and perfumery, for a rebate of the full duty on new or used goods of a total value not exceeding R80, and c the value of bona fide unsolicited gifts which may be cleared under rebate of the full duty is increased from R10 to R20.

Inquiries: OTAR 01-248 5757 ext. 471/472/473/462.

Spain

Bleomicines. The Spanish *State Gazette*, 27 September, published royal decree 2309/1978 of the Ministry of Commerce, modifying subsection I of CCCN 29.44, which from 27 September reads as folows:

Bleomicines, daunorrubicines and doxorrubicines; their salts and esters

The import duty of 1 per cent is unchanged.

Inquiries: OTAR 01-248 5757 ext. 461/458/459/460.

Sera. The Spanish *State Gazette*, 27 September, published royal decree 2313/1978 of the Ministry of Commerce, indicating that, as recommended by the Council of Customs Co-operation of Brussels, the text of heading CCCN 30.02 now reads as follows:

Specific sera from immune human persons or animals, microbial vaccines, toxins, microbial cultures (including ferments but excluding yeasts) and similar products

Inquiries: OTAR 01-248 5757 ext. 461/458/459/460.

Colour tv: PAL adopted. The Spanish *State Gazette*, 29 September, published an order of the Ministry of Culture confirming that the PAL system will be used for colour television transmissions and giving technical specifications of such transmissions.

A copy of the order (in Spanish) is available on request from OTAR 01-248 5757 ext. 461/458/459/460.

CRE tel. Direct dialling

OTAR telephone 01-248 5757
Extensions to **OTAR** numbers are given at the end of each notice

Switzerland

Autumn seed barley. The Federal Department of Public Economy has amended, from 29 August, the conditions which apply to the sale and importation of autumn seed barley.

The new conditions are that autumn seed barley of Swiss origin, from inspected and recognised crops, must be accepted in the proportion of 10 parts of domestic produce to one part of imported produce. The replacement tax per 100 kg of imported seed will be fixed at 40 Swiss francs for autumn barley. The producer price at the grading centre of the association of selectors for autumn seed barley from inspected and recognised crops harvested within the country in 1978, excluding the wholesaler's and retailer's margin, but including the compensation subsidy, will be fixed at Sfr97.50 or Sfr98.50 per 100 kg gross for net (including paper sack), allowing for the different licence tax according to variety. The provisions of the replaced federal order of 31 August 1977 which has been repealed will remain valid for all cases arising during the period of validity.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Charges for fodder. The Federal Department of Public Economy has ordered from 1 September that article 1 of the order of 23 March concerning supplementary charges for fodder shall be amended as follows:

Customs tariff no./Description	Supplementary charge Sfr per 100 kg gross)
ex 10.03.01	
Barley:	
for fodder	
feed barley	34
lightly sprouted	38
for human consumption	
barley for consumption	23.80
lightly sprouted or intended to begin germination	13.60
for techical purposes	1
ex 10.04.01	
Oats:	
for fodder	29
for human consumption	20.30
for technical purposes	1
ex 11.02.10	
Barley, hulled, for human consumption	22.55
ex 11.02.10	
Oats, shelled, for human consumption	18

The department has also stated that the earlier provisions will remain valid for all cases arising during their period of validity.

Inquiries: OTAR 01-248 5757 ext. 458/461.

United Arab Emirates

Medicines and drugs. Ministerial decree 60, 1978, issued by the UAE Ministry of Health and effective from 23 September, bans the import or sale of certain drugs in the United Arab Emirates.

A copy of the decree and lists of the banned drugs are available from OTAR 01-248 5757 ext. 475/420.

United States

Automotive repair manuals. The US Treasury announced in the *Federal Register*, 4 October, that the anti-dumping investigation on automotive and motorcycle repair manuals has been terminated on the basis that, in this case, anti-dumping duties should not be assessed upon the importation of the repair manuals in question in the light of the provision in the 'Florence agreement' (to which the US is a party) that such merchandise shall be imported free of any 'customs duties or other charges'.

However, a protocol to the Florence agreement contains a reservation which allows a contracting state to suspend any obligation under the agreement on any product which as a result of obligations incurred under the agreement is imported in such relatively increased quantities and under such conditions as to cause or threaten serious injury to the domestic industry producing similar or directly competitive products.

The US Treasury announcement adds that this reservation could be invoked through the procedure of section 201b of the US Trade Act 1974 and that, if the reservation were invoked, this would eliminate the preclusion against imposing dumping duties and a dumping investigation could then be re-initiated upon receipt of a petition in proper form.

Inquiries: CRE 01-215 5397.

Foreign trade zones. The *Federal Register*, 4 October, published an advance notice, by the United States Customs Service, of a proposed rulemaking relating to processing costs incurred in foreign trade zones. Customs includes the cost of processing 'non-privileged' merchandise in foreign trade zone, and profit realised, in the dutiable value of that merchandise when it enters the customs territory of the United States. Comments are requested, by 4 December 1978, on the advisability of a change in appraisment practice.

Written comments should be sent to Commissioner of Customs, Legal Publications Division, US Customs Service, 301 Constitution Avenue NW, Washington DC 20229.

Inquiries: CRE 01-215 5397.

Toys. The United States' *Federal Register*, 16 October, published a rule proposed by the Consumer Product Safety Commission that would ban certain toys and other articles used by children under three years of age.

Written comments (five copies) should be sent by 15 December to Consumer Product Safety Commission, 1111 18th Street NW, Washington DC 20207.

A copy of the text is available from OTAR 01-248 5757 ext. 456/457/7312.

Electrical toys. The *Federal Register*, 3 October, published an amendment by the Consumer Product Safety Commission to the regulation for power cord requirements used in the electrical toy industry. The final rule is effective from 3 October 1979.

A copy of the text is available from OTAR 01-248 5757 ext. 456/457/7312.

Statistics

The economy: selected indicators

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries excl. shipping	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1975 prices		at 1975 prices			at 1975 prices				at current prices		
Base of index Series in Stock level at end-1977	1975	£ million	£ million			34,469	20,261	£ million 4,540	3,181	£ million		
1971	94.5	59 340	20 208	3 923	3 888	235	−277	218	12	1 090	261	829
1972	96.7	62 762	20 239	3 398	4 055	73	−279	173	29	135	−722	857
1973	103.4	65 497	21 609	3 504	4 674	2 983	1 336	432	624	−999	−2 383	1 384
1974	101.4	64 070	21 164	3 822	4 605	1 462	1 288	361	−180	−3 591	−5 235	1 644
1975	100.0	63 192	20 817	3 522	3 841	−1 925	−1 221	−249	−100	−1 855	−3 236	1 381
1976	102.9	63 320	20 489	3 345	3 926	261	316	131	13	−1 137	−3 589	2 452
1977	104.8	62 732	19 738	3 573	4 325	1 051	442	266	29	289	−1 709	1 998
1976 2nd qtr	102.7	15 785	5 137	828	972	−34	−46	−10	−67	−313	−949	636
3rd qtr	103.3	15 884	5 168	849	1 005	173	83	81	46	−416	−1 132	716
4th qtr	104.0	15 927	4 997	856	1 014	211	255	17	27	−329	−958	629
1977 1st qtr	103.7	15 619	4 794	851	1 030	475	267	82	117	−495	−973	478
2nd qtr	104.6	15 495	5 025	879	1 044	336	79	179	−4	−297	−762	465
3rd qtr	105.2	15 777	4 965	910	1 103	−7	−18	−80	−59	574	31	543
4th qtr	105.7	15 841	4 954	932	1 149	247	115	85	−33	507	−5	512
1978 1st qtr	106.0	16 361	5 015	920	1 169	324	71	81	62	−317	−612	295
2nd qtr	107.6	16 373	5 024	971	1 172	386	215	−41	128	198	−135	333
3rd qtr		16 648 pe								−44	−269	225
% change last 2 qtrs on prev. 2 qtrs.	+1.3	+2.5	+1.2	+2.7	+4.0							
on a year earlier	+2.5	+5.6	+2.2	+9.3	+12.9							

	Industrial production		Personal expenditure		Prices and earnings				Labour (UK)			Visible trade (volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices	% increase on a year earlier	Wholesale prices: all manufacturing industry: basic materials and fuel used	Wholesale prices: all manufacturing industry: manufactured products: home sales	Average gross earnings of all employees (GB, all industries and services covered)	Unemployed excluding school leavers and adult students	Unfilled vacancies for adults	Export	Import
				monthly averages						mid-month count	% of total employees	mid-month count	
	at 1975 prices		at 1971 prices		(not seasonally adjusted)				(old series)			On a balance of payment basis at 1975 prices	
Base of index £m in base year Series in	1975	1975	1971 16,296	thousands	Jan. 1974		1975	1975	Jan. 1970	thousands		1975 19,463 thousands	1975 22,699
1971	–	–	100.0	108.5	80.0	9.4	23.2	47.6	118.7	775.8	3.4	130.9	85.4	85.7
1972	–	–	105.3	138.6	85.7	7.1	24.2	50.1	134.0	854.9	3.7	147.3	85.2	95.3
1973	109.5	108.4	110.3	137.1	93.5	9.1	55.8	66.6	152.1	611.0	2.6	307.0	97.8	108.7
1974	105.1	106.5	109.0	102.8	108.5	16.0	86.3	81.9	179.1	599.7[1]	2.6[1]	302.7[1]	104.3	109.7
1975	100.0	100.0	106.7	97.2	134.8	24.2	100.0	100.0	226.6	929.0	3.9	150.0[1]	100.0	100.0
1976	102.0	101.4	106.5	104.7	157.1	16.5	127.0	117.3	261.9	1 269.8[1]	5.4[1]	120.4[1]	109.8	105.7
1977	105.8	102.9	103.6	107.1	182.0	15.8	145.6	140.6	288.5	1 378.1	5.8	155.6[1]	118.9	107.1
1977 1st qtr	105.6	103.9	103.3	104	174.1	16.5	144.8	133.0	280.0	1 329.5	5.6	..	115.8	109.4
2nd qtr	105.5	102.4	102.5	103	181.9	17.4	148.8	139.6	285.3	1 340.6	5.6	157.7	118.0	109.6
3rd qtr	106.3	103.2	104.3	112	184.7	16.5	146.5	143.8	288.3	1 414.6	5.9	151.9	124.4	106.6
4th qtr	105.8	102.0	104.4	110	187.4	13.1	142.2	145.8	300.4	1 427.8	6.0	160.1	117.6	102.7
1978 1st qtr	107.0	102.3	106.3	129	190.6	9.5	140.2	149.2	310.8	1 409.4	5.9	187.7	119.9	114.1
2nd qtr	110.5	104.2	108.0	130	195.8	7.7	146.3	151.8	329.0	1 372.7	5.7	210.3	122.2	109.6
3rd qtr			111.2 p	133	199.2	7.8	145.0	154.7		1 380.5 p	5.8	213.0	126.2	116.0
1977 Oct	105.6	101.7	102.7	116	186.5	14.1	143.7	145.3	295.8	1 431.5	6.0	156.0	119.0	101.4
Nov	105.5	101.5	103.1	108	187.4	13.0	142.0	145.7	300.5	1 429.6	6.0	159.4	115.1	98.5
Dec	106.3	102.7	106.9	104	188.4	12.1	141.0	146.3	304.8	1 422.3	6.0	165.0	118.8	108.1
1978 Jan	106.8	102.2	104.9	125	189.5	9.9	139.4	148.3	306.3	1 419.2	5.9	180.3	111.7	114.4
Feb	107.3	102.1	106.8	120	190.6	9.5	139.1	149.2	311.2	1 409.0	5.9	187.0	127.2	111.1
Mar	107.0	102.8	107.0	142	191.8	9.1	142.0	150.0	314.8	1 400.0	5.9	195.8	120.9	116.7
Apr	110.7	104.6	106.7	132	194.6	7.9	145.1	150.9	325.7	1 387.1	5.8	203.7	125.7	103.7
May	109.6	102.9	108.4	124	195.7	7.7	146.8	151.9	327.2	1 366.4	5.7	209.9	119.2	113.8
Jun	111.0	105.0	108.7	133	197.2	7.4	147.0	152.7	334.0	1 364.7	5.7	217.4	121.6	111.3
Jul	110.2	104.1	111.4	108	198.1	7.8	145.8	153.8	332.7	1 371.4	5.7	211.0	127.0	115.8
Aug	110.7 p	105.0 p	111.8	146	199.4	8.0	144.2 p	154.8 p	332.9 p	1 392.1	5.8	209.3	124.9	111.4
Sep			110½ p	144	200.2	7.8	145.0 p	155.5 p		1 378.3	5.8	218.7	126.7 p	120.9 p
Oct										1 359.6 p	5.7			
% change latest 3 months														
on prev. 3 months	+1.4	+1.2	+3.0	+2.3	+1.7		−0.9	+1.9	+3.3	+0.7		+1.3	+3½	+6
on a year earlier	+4.8	+2.1	+6.6	+22.8	+7.5		−1.0	+7.6	+16.2	−3.4		+40.2	+1½	+9

p Provisional pe 1st Preliminary e Estimate [1] Average of available months

Inquiries: 01-215 3453

Investment intentions survey: a 10-year review

This article presents a comparison between estimates of capital expenditure for the years 1968-77 [1] obtained from the Department of Industry's investment intentions inquiries of firms in the manufacturing and the distribution and service industries with actual expenditure as recorded. It is intended to provide an annual supplement to the more limited comparison published regularly in *Economic Trends*.

The surveys are taken three times a year, in April/May, August/September and November/December, with the results being published in early June, October and January respectively. The August/September and the November/December surveys are entirely quantitative, asking for values of intended investment by asset, but the April/May one is partially quantitative (the larger respondents are asked for the total value of their intended investment) and partially qualitative (the remaining respondents are asked whether their intended investment is higher, lower or the same as reported in the previous, November/December, survey).

In each survey information is sought for two years so that investment intentions for any one year are collected on six occasions. The first is taken in the November/December two years earlier in what is known as the preliminary inquiry. The last inquiry, known as the third main inquiry, is taken in August/September of the current year. For any year 'n' the system of inquiries may be presented as:

Returns collected	Covering expected expenditure in calendar year		
	n − 1	n	n + 1
Nov/Dec n − 2	2nd main	Preliminary	
Apr/May n − 1	2nd update	1st update	
Aug/Sep n − 1	3rd main	1st main	
Nov/Dec n − 1		2nd main	Preliminary
Apr/May n		2nd update	1st update
Aug/Sep n		3rd main	1st main

The comparisons are given in the table below. The summarised results of the investment intentions surveys obviously do not contain all the qualifications contained in the original published results, but an attempt has been made to retain the flavour. Two estimates are given of the change in recorded investment compared with the previous year for comparison with the results of the investment intentions surveys. One is the change as first indicated by the quarterly inquiries into capital expenditure, and is probably the better measure of the accuracy of the intentions surveys, as the data are closer to the original series to which the interpretation of the intentions surveys was related at the time of making the forecasts.

The second estimate of the year-on-year change is made from the latest figures which incorporate additional information that has become available subsequently, including the results of the annual censuses of production for manufacturing industry, and benchmark and annual inquiries for the distributive and service industries. Special factors can also have a differential effect on the outcomes. For example, the estimates of leasing investment have been improved in recent years and retrospective adjustments have been made as a result. Clearly, if this factor had been known

[1] For earlier results and a full description of the history and methods of the inquiries see 'Investment intentions, authorisations and expenditure', P. J. Lund, C. L. Melliss and Miss V. J. Hamilton. Government economics service occasional paper no. 12.

Comparison of published results of intentions inquiries and actual expenditure outcomes at constant prices 1968 onwards

Year of expenditure (months between inquiry and end of year of expenditure)	Intentions inquiry result as published (Percentage change on previous year unless shown otherwise)						Change in volume of investment	
	Preliminary inquiry (25)	First Apr/May update (20)	First main inquiry (16)	Second main inquiry (13)	Second Apr/May update (8)	Third main inquiry (4)	As originally published [1]	1978 Blue Book [2]
Manufacturing industry								
1968	No evidence of any further marked decline	Confirmation of this	Probability of some increase	About +5	About +5	Smaller rise than this	+0.5	+6.7 [3]
1969	Upward movement to continue	Confirmation: rise may be fairly strong	Between +10 and +15	Some +10 to +15 – perhaps at top end	Significant increase but some reduction from +10 to +15	Of order of +10	+5.4	+7.0 [3]
1970	Upward movement will continue	A further increase	In the region of +10	About +10	No change since previous inquiry	Of order of +2 or +3	+8.7	+7.7
1971	Not possible to give an estimate of probable magnitude of increase	No change since previous inquiry	No large change	About −2	About −6 to −8	Of order of −6 to −8	−7.7	−6.5
1972	Little change	Little change	Little change/ rise during year	About −3	About −3	−7	−10.0	−13.4
1973	Might be a rise	No specific comment	Range of +2 to +5	Range of +2 to +5	About +5	+6	+7.0	+3.1
1974	Strong increase	Strong increase	Strong increase of order of +15	Some +12 to +14	About +5	About +5	+10.8	+9.1
1975	Little change	Little change	Increase of less than +5	−7 to −10	Of order of −15	−11 or −12	−13.3	−7.9
1976	Further reduction	Of same order	Fall of order of 5	−5 to −8	−6 (5 to 8)	−4 to −5	−5.0	−5.0
1977	Large increase	Of order of +15	+15 to +20	+10 to +15	+6 to +10	+7	+6.0 [4]	+6.8
Distributive and service industries								
1968	No evidence of any further marked decline	No evidence of any further marked decline	Previous level broadly maintained	Perhaps an increase of about 5%	Confirmation of this (+5%)	Confirmation of of this (+5%)	+4	+9
1969	Continuation of upward movement	Confirmation of a further rise	Increase of a tenth or more	Rise of about a tenth or more	Rise of about a tenth	Rise of about a tenth	+6	+7
1970	Upward movement to continue	A further rise	A further rise	Little change or perhaps a small increase	No change since previous inquiry	No significant change in these expectations	+3	+5
1971	Some increase	No change since previous inquiry	Small increase	Not very much change	Around −5	Fall of a little more than 5	−2	+6
1972	Moderate increase	Little or no change	Little change/ rise during year	+2	Of the order of +5	About +5	+5	+4
1973	Moderate increase	Of the order of +5	Further rise, perhaps slightly greater than +5	Rise of +6	Consistent with these expectations (+6)	Closer to +4	+4	+15
1974	Rise, less than +6	Rise, less than +6	Rise, less than +4	Rise, +2	Fall, around −5	Confirmed, around −5	−7	−1
1975	No change	Fall, less than 5	Fall, less than 5	Fall, −5	Reduction of 10 or slightly more	Decline nearer to −12	−12	−17
1976	Fall, less than 5	Fall, less than 10	Fall, less than 10	Fall, −2 to −5	Fall, −5 or −6	Fall, −4 or −5	−4	+2
1977	May be a small increase	May be a small increase	Increase not exceeding 5	Increase not exceeding 5	Rise, +3 to +5	Very close to +5	+5 [4]	+10

[1] ie the figure published at the time of the provisional first quarter estimate for the following year, expressed since 1973 at 1970 prices. [2] Changes at 1975 prices as published in 'National Income and Expenditure 1978'. [3] If figures are adjusted for the expenditure brought forward from 1969 into 1968 to secure the higher rate of investment grant then applicable, the changes become +4.0 for 1968 and +12.5 for 1969. It seems likely that most of the intentions for 1968 would have been on this basis and possibly some of the earlier ones for 1969. [4] Before revision to new building work deflator in February 1978.

beforehand, the forecasts would have been affected.

In the comparison of the forecasts and outcomes shown in the table, it is important to bear in mind that the outcomes have often been affected by policy changes and other developments which were unknown to contributors when they made their returns. For example, when returns were made in November 1973 in respect of the preliminary forecast for 1975, the colour tv boom was at its height, but the boom was checked soon afterwards by government measures taken in December 1973. Various unforeseen developments contributed to a recession in 1975, and as a result investment was appreciably reduced. Developments of this kind usually have a greater effect on the expenditure by the distributive and service industries, which tends to react fairly quickly to changes in the economic climate.

Inquiries: Manufacturing industry 01-215 3175. Distributive and service industries 01-215 3345.

Consumers' expenditure up in third quarter

Preliminary estimates indicate that in the third quarter of 1978 the volume of consumers' expenditure (revalued at 1975 prices and seasonally adjusted) was about £16,648 million. This represents an increase of more than 1½ per cent over the second quarter and is about 5½ per cent above the level of the third quarter of 1977.

Between the second and third quarters of 1978, expenditure on motor vehicles and on fuel and light is estimated to have fallen slightly. But there were increases in expenditure in all areas of retail sales, particularly food, radio and electrical goods, and clothing and footwear.

Consumers' expenditure
At 1975 prices. Seasonally adjusted

	£ million
1977	
1st qtr	15 619
2nd	15 495
3rd	15 777
4th	15 841
1978	
1st qtr	16 361
2nd	16 373
3rd	(16 648) (first preliminary estimate)

Do you use Statistics?

The Government Statistical Service (GSS) prepares a wide range of reliable and detailed figures on the United Kingdom. It is usually worth checking to see if what you want is available from them. You can see many Government statistical publications at your local public library, buy them from HMSO or refer to the comprehensive collection held at the Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4N 7HU (tel. 01-248 5757 ext. 368).

Domestic furniture: deliveries and orders in August

Domestic furniture deliveries for August are provisionally estimated at £67.7 million (at current prices), which gives a seasonally adjusted index of deliveries for the month of 110. The average for the latest three months, June to August, is 108, which is 4.6 per cent higher than the revised figure for the previous three months (March to May), and 16.6 per cent higher than the figure for the same period in 1977.

The index of orders-on-hand, on a seasonally adjusted basis, yields a provisional figure of 79 for August. The average for the three months June to August is 72 which is a rise of 1 per cent from the revised figure for the previous three months, and 10 per cent higher than the corresponding period last year.

Inquiries: Department of Industry, Trade and Prices and Consumer Protection Economics and Statistics Division 3b, Room 107, Dean Bradley House, 52 Horseferry Road, London SW1, tel. 01-212 8662.

Note
The indices are given on 1975 constant-price basis with 1975 = 100. When price increases are large, the problems associated with revaluation to constant prices become more acute. Thus relative accuracy with which volume changes have been measured is likely to have been reduced in times of high inflation.

	Deliveries £m current values	Index of deliveries (1975 = 100) Unadjusted	Index of deliveries (1975 = 100) Seasonally adjusted	Index of orders on hand (end of month or centred average, 1975=100) Unadjusted	Index of orders on hand (end of month or centred average, 1975=100) Seasonally adjusted
1974	430.7		93		92
1975	578.9		100		100
1976	660.2		101		84
1977	750.2 r		100		70
1977					
1st qtr	201.0 r	113	107	85	79
2nd	165.9 r	91	93	65	67
3rd	167.6 r	88	98	62	66
4th	215.7 r	110	103	69	67
1978					
1st qtr	218.9 r	106	101	76	71
2nd	215.1 r	103	106	68	71
1977					
Jan	61.6 r	106	107	87	81
Feb	66.2 r	119	108	85	78
Mar	73.2 r	114	107	75	73
Apr	56.2 r	96	97	66	68
May	61.0 r	99	101	61	65
Jun	48.7 r	78	82	58	65
Jul	47.0 r	79	98	60	66
Aug	52.2 r	79	98	64	66
Sep	68.4 r	108	98	65	67
Oct	72.5 r	115	102	66	66
Nov	78.1 r	117	102	74	70
Dec	65.1 r	97	104	68	66
1978					
Jan	70.2 r	101	102	78	73
Feb	72.1	113	103	77	71
Mar	76.7 r	104	98	74	71
Apr	72.5 r	113	115	70	72
May	69.8 r	94	97	67	71
Jun	72.8 r	103	107	61	68
Jul	58.1 r	85	106	66	72
Aug	67.7 p	89 p	110 p	76 p	79 p
Averages					
Mar-May			103		71
Jun-Aug			108		72
Percentage change			+4.6		+0.9
Jun-Aug 1977			92		65
Jun-Aug 1978			108		72
Percentage change			+16.6		+10.0

r Revised. p Provisional.

New companies in September

Details are given in the tables of new companies registered in Great Britain during September showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal capital	Total	Public companies	Private companies
Not exceeding £100	3 633	—	3 633
Over £100 but under £1 000	65	—	65
£1 000 but under £10 000	1 050	—	1 050
£10 000 but under £50 000	485	—	485
£50 000 but under £100 000	104	—	104
£100 000 but under £1 000 000	134	—	134
£1 000 000 and over	13	—	13
Total number	5 484	—	5 484
	£ thous	£ thous	£ thous
Total amount of nominal capital	92 414	—	92 414

Companies registered in Great Britain in 1977 and 1978

	1977 Number	1977 Nominal capital £ thous	1978 Number	1978 Nominal capital £ thous
January	3 225	30 825	4 555	31 447
February	4 330	34 505	4 316	38 325
March	5 843	49 266	6 024	52 299
April	5 499	41 860	5 031	47 396
May	4 097	27 086	5 939	59 998
June	4 169	61 951	5 023	45 806
July	4 172	34 238	5 264	57 870
August	4 242	42 331	5 087	50 191
September	4 527	51 261	5 484	92 414
October	4 404	37 741		
November	5 007	33 987		
December	5 005	30 739		
Total	54 520	474 790		

Inquiries: Cardiff (2220) 388588 ext. 2226.

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Monthly at £4.32 each per year post free
PM 471.1 Woodchip board for July 1978

Quarterly at £1.56 each per year post free
PQ 109.2 Miscellaneous mining and quarrying for second quarter 1978
PQ 277 Dyestuffs and pigments for second quarter 1978
PQ 332 Metal-working machine tools for second quarter 1978
PQ 334 Industrial engines for second quarter 1978
PQ 383 Aerospace products for first quarter 1978
PQ 414 Woollen and worsted for second quarter 1978
PQ 429.1 Asbestos for second quarter 1978
PQ 482.2 Miscellaneous packaging products of paper and film for second quarter 1978
PQ 483 Manufactured stationery for second quarter 1978
PQ 499.2 Miscellaneous manufacuring industries for second quarter 1978

Business Monitors in the production series and miscellaneous series, and certain monitors (nos. SD 1 to SD 9) in the service and distributive series, are available by annual subscriptions from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH.

Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the library at the Business Statistics Office, Newport, Gwent NPT 1XG (tel. 0633 56111, ext. 2973; telex 497121 – answer back BSONPT G).

Overseas travel and tourism during the second quarter 1978

There were 2.8 million overseas visitors to the United Kingdom in the second quarter of 1978, a decrease of 3 per cent on the same quarter of 1977. Visits abroad by United Kingdom residents increased however by 13 per cent to 3.3 million.

Expenditure by all overseas visitors in the second quarter 1978 was £506 million at current prices. Seasonally adjusted expenditure was estimated at £548 million which was 5 per cent higher than the same quarter last year and 4 per cent higher than in the first quarter of 1978. Expenditure by United Kingdom residents abroad increased to £338 million or £343 million when seasonally adjusted, 25 per cent higher than the second quarter of 1977 but 3 per cent lower than in the first quarter of 1978.

Positive balance

The positive balance on the travel account, seasonally adjusted, of £205 million in the second quarter was £50 million below the average level of the surplus during the preceding four quarters.

These figures, which include estimates of those travelling from and to the Irish Republic, are from the International Passenger Survey for the second quarter of 1978, which will be published shortly in the Business Monitor, M6, Overseas Travel and Tourism.

Overseas visitors to the UK

The number of visitors to the UK from EEC countries (but excluding the Irish Republic) in the second quarter 1978 fell by 5 per cent compared with the corresponding period of 1977. Decreases were revealed of 10 per cent in the number of visitors from Denmark, 9 per cent from West Germany and 4 per cent from Belgium and Luxembourg.

The number of visitors from other western Europe countries fell by 14 per cent with decreases in the number of visitors from Norway, 55 per cent, and from Spain, 36 per cent.

Visitors from north America fell marginally, by nearly 1 per cent, but the total from other countries rose by 8 per cent, this latter category including visitors from eastern Europe and the Middle East with increases of 52 per cent and 23 per cent respectively. The number of visitors from Japan decreased by 34 per cent.

There were decreases in the number of visitors coming by air of 2 per cent to 1 539 000 and by sea of 5 per cent to 1 092 000.

For the second quarter 1978 holiday visits fell by 8 per cent and visits to friends and relatives by 10 per cent. Business visits rose by 8 per cent and visits for other purposes (including those for shopping and study) by 5 per cent. The figures referred to above are summarised at table 1.

Table 1 **Overseas visitors to the United Kingdom**

Thousands

		Area of residence				Mode of travel[1]		Purpose of visit[1]			
	Total all visits	North America	W. Europe EEC[1]	W. Europe non-EEC	Other areas	Air	Sea	Holiday	Business	Visits to friends and relatives	Other purposes
1975	8 844	1 817	3 599	1 128	1 597	5 053	3 088	3 795	1 541	1 440	1 365
1976	10 071	1 967	4 263	1 385	1 752	5 652	3 716	4 606	1 669	1 526	1 567
1977	11 490	2 215	4 890	1 622	1 981	6 463	4 244	5 271	1 865	1 664	1 906
% change 1977/76	+14	+13	+15	+17	+13	+14	+14	+14	+12	+9	+22
1977											
1st qtr	1 867	302	795	321	331	1 225	524	743	411	309	286
2nd	2 909	609	1 291	393	432	1 572	1 153	1 398	468	408	451
3rd	4 477	870	1 929	540	798	2 157	1 980	2 292	448	609	787
4th	2 237	433	875	368	421	1 509	588	837	539	339	382
1978											
1st qtr	1 851	321	798	279	319	1 185	532	649	431	348	287
2nd	2 833	604	1 225	336	467	1 539	1 092	1 287	505	367	472
% change 1978/77											
1st qtr	−1	+6	0	−13	−4	−3	+2	−13	+5	+13	0
2nd	−3	−1	−5	−14	+8	−2	−5	−8	+8	−10	+5

[1] Excluding visits from the Irish Republic. Source: International passenger survey.

Table 2 **Visits abroad by United Kingdom residents**

Thousands

		Area visited				Mode of travel[1]		Purpose of visit[1]			
	Total all visits[2]	North America	W. Europe EEC[1]	W. Europe non-EEC	Other areas	Air	Sea	Holiday[2]	Business	Visits to friends and relatives	Other Purposes
1975	11 607	492	4 602	4 170	849	6 505	3 608	6 891	1 520	1 282	575
1976	11 079	547	4 512	3 725	903	6 411	3 276	6 287	1 757	1 311	476
1977	11 129	573	4 521	3 584	895	6 456	3 116	6 016	1 827	1 348	515
% change 1977/76	0	+5	0	−4	−1	+1	−5	−4	+4	+3	+8
1977											
1st qtr	1 746	92	652	545	235	1 202	323	753	437	280	73
2nd	2 905	116	1 278	908	212	1 643	871	1 535	492	321	206
3rd	4 439	237	1 786	1 501	246	2 277	1 494	2 754	391	527	145
4th	2 039	128	805	629	203	1 335	429	975	507	219	91
1978											
1st qtr	1 898	99	752	475	317	1 279	365	858	435	270	100
2nd	3 273	145	1 406	1 020	314	1 883	1 001	1 880	505	302	227
% change 1978/77											
1st qtr	+9	+8	+15	−13	+35	+6	+13	+14	0	−4	+36
2nd	+13	+25	+10	+12	+48	+15	+15	+23	+2	−6	+10

[1] Excluding visits to the Irish Republic. [2] Includes cruise holidays not allocated to area or mode of travel. Source: International Passenger Survey.

Visits abroad by UK residents

The number of visits to EEC countries by UK residents (excluding those to the Irish Republic) in the second quarter 1978 rose by 10 per cent compared with the corresponding period of 1977. There were increases in the number of visits to Belgium and Luxembourg of 32 per cent, to France of 12 per cent and to Italy of 8 per cent. However there was a decrease in the number of visits to Denmark of 19 per cent. The number of visits to other western Europe countries rose by 12 per cent with increases in the numbers to Yugoslavia of 96 per cent, to Greece of 44 per cent, to Portugal of 20 per cent and to Spain of 7 per cent. Visits to north America rose by 25 per cent and those to other areas by 48 per cent.

There was an increase in the number of visits abroad by air of 15 per cent to 1 883 000, and a similar percentage increase by sea to 1 001 000. For the second quarter 1978, holiday visits rose by 23 per cent but visits to friends and relatives fell by 6 per cent. Business visits rose by 2 per cent and visits for other purposes by 10 per cent. The figures referred to above are summarised at table 2.

As from the first quarter of 1978 there have been minor changes in the definitions of country areas, the most notable of these being the transfer of the Canary Islands from 'western Europe non-EEC' to 'other areas'.

Inquiries: 01-212 5555.

Table 3 **Overseas earnings and expenditure[1] – at current prices**

	Overseas visitors to the UK		UK residents going abroad		Balance (£ million)	
	Earnings (£ million) current prices		Expenditure (£ million) current prices		Current prices	
1975	1 123		878		+245	
1976	1 633		1 006		+627	
1977	2 179		1 102		+1 077	
% change 1977/76	+33		+10		+72	
	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted
1977						
1st qtr	332	508	169	278	+163	+230
2nd	496	524	275	275	+221	+249
3rd	850	572	439	256	+411	+316
4th	501	575	219	293	+282	+282
1978						
1st qtr	346	528	213	354	+133	+174
2nd	506	548	338	343	+168	+205

[1] Includes estimates for the Irish Republic and the Channel Islands. Source: International Passenger Survey.

Release dates of economic statistics to be published in November

Information in the table is issued by the Central Statistical Office on behalf of the government Statistical Service and other organisations as a guide to the dates of publication of major economic series in November 1978. The dates are those which departments, or other organisations concerned, are aiming at, and would normally expect to meet. Exceptionally, there may be a delay resulting from unavoidable statistical problems of collection and compilation. Further inquiries about individual series should be addressed to the source named.

Publication date and series	Method of release	Source
November		
2 Thurs		
UK official reserves (Oct)	PN	HM Treasury
Capital issues and redemptions (during the month of October)	PN	Bank of England
6 Mon		
Retail sales (Sep – final)	PN	Department of Trade
Wholesale price index numbers (Oct – prov)	PN	Department of Industry
Hire purchase and other instalment credit business (Sep)	PN	Department of Trade
Slum clearance (3rd qtr)		
Housing starts and completions (Sep)	PN	Department of the Environment
House renovations – work completed (3rd qtr)		
Building society house prices and mortgage advances (3rd qtr)	PN	Department of the Environment
7 Tues		
UK banks's eligible liabilities, reserve assets, reserve ratios and special deposits (mid-Oct)	PN	Bank of England
London clearing banks' monthly statement (mid-Oct)	PN	CLCB
9 Thurs		
Provisional figures of vehicle production (Oct)	PN	Department of Industry
Central government financial transactions (including borrowing requirement) (Oct)	PN	HM Treasury
20 per cent sample of local authority mortgage results for 1977	PN	Department of the Environment
10 Fri		
Usable steel production (Oct)	PN	BSC/BISPA
Building Societies' receipts and loans (Oct)	PN	BSA
13 Mon		
Index of industrial production (Sep – prov)	PN	CSO
Retail sales (Oct – prov)	PN	Department of Trade
Turnover of the catering trades (3rd qtr)	PN	Department of Trade
14 Tues		
Balance of payments current account and overseas trade figures (Oct)	PN	Department of Trade/ CSO
15 Wed		
Basic rates of wages and normal weekly hours (Oct)	PN	Department of Employment
Monthly index of average earnings (Sep)		
Cyclical indicators for the UK economy (Oct)	PN	CSO
16 Thurs		
Consumers' expenditure (3rd qtr – 2nd preliminary estimate)	PN	CSO
UK banks' assets and liabilities and the money stock (mid-Oct)	PN	Bank of England
London dollar and sterling certificates of deposit (mid-Oct)	PN	Bank of England
Building societies mortgage survey, 5 per cent sample survey results (3rd qtr)	PN	Department of the Environment
Finished steel consumption and stock changes (3rd qtr – prov)	PN	Department of Industry
17 Fri		
Retail prices index (Oct)	PN	Department of Employment
Preliminary estimate of gross domestic product based on output data (3rd qtr)	PN	CSO
19 Sun		
Department for National Savings' monthly progress report (Oct)	PN	Department for National Savings
20 Mon		
Construction – new orders (Sep)	PN	Department of the Environment
Turnover of the motor trades (3rd qtr)	PN	Department of Industry
21 Tues		
Unemployment (Nov – prov)	PN	Department of Employment
Unfilled vacancies (Nov – prov)		
23 Thurs		
Car and commercial vehicle production (Oct – final)	PN	Department of Industry
Capital expenditure by the manufacturing, distributive and service industries (3rd qtr – prov)	PN	Department of Industry
Manufacturers' and distributors' stocks (3rd qtr – prov)	PN	Department of Industry
Bricks and cement production (Oct)	PN	Department of the Environment
New vehicle registrations (Oct)	PN	Department of Transport
24 Fri		
Sales and orders in the engineering industries (Aug)	*Trade and Industry*	Department of Industry
28 Tues		
CBI Monthly Trends Inquiry (Nov)	PN	CBI
30 Thurs		
Unemployment (Oct – final)		
Employment in the production industries (Sep)		
Overtime and short-time working in manufacturing industries (Sep)	*Gazette*	Department of Employment
Stoppages of work due to industrial disputes (Oct)		
Energy Trends	PN	Department of Energy

UK businessmen going overseas

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services and Promotions Division of the Department of Trade (at the appropriate regional office for firms outside London, and Export House, 50 Ludgate Hill, London EC4M 7HU for firms in London and the south east England). The department, in co-operation with commercial officers at embassies, high commissions and consulates overseas, is in a position to provide advice when it is required, and to help, where appropriate, in making trade contacts related to the purpose of the visit. Even where a businessman does not require specific assistance it is valuable for him to meet the commercial officers to get up-to-date information about the market. The Department of Trade would therefore welcome receiving notification of any businessmen intending to travel overseas. To enable the overseas commercial officers to be of the greatest assistance to UK visitors the department needs to be able to brief the overseas officers as fully as possible. The range of information required for this purpose includes details of the firm, their products/services and the purpose and background to the visit.

Moneylenders Acts 1900 to 1927

Orders of exemption

The following companies held orders of exemption at 30 September 1978 issued under section 6(e) of the Moneylenders Act 1900

A. Booth (Estates) Ltd
Agricultural Supplies (Cambridge) Ltd
Airedale Investment Ltd
Alex Lawrie Factors Ltd
Anglo-French Finance Ltd
ANZ Overseas Finance Ltd
Artgate Ltd
Ashbrae Finance (UK) Ltd
Austin Morris Group Facilities Ltd

B. A. Finance Ltd
B. S. G. Finance Ltd
Banca Commerciale Italiana Ltd
Barclays Overseas Development Corporation Ltd
Beamtenheimstattenwerk Gemeinnutzige Bausparkasse Fur Den Offentlichen *Dienst Gesellschaft Mit* Beschranker Haftung
Book Trade Improvement Ltd
British Maritime Trust Ltd
Bucks Land and Building Co Ltd
Builders and General Mortgage Co Ltd, (The)
B. W. Trade Facilities Ltd

CDFC (Ceylon) Ltd
CDFC International Ltd
CDFC (Malaysia) Ltd
Cameron Fund Ltd, (The)
Canadian Ashland Finance (UK) Ltd
Capital Development Co Ltd
Chrysler Wholesale Ltd
CIN Industrial Finance Ltd
Circle and Plotrkow Provident and Investment Society Ltd
City and Colonial Trust Ltd
Claymore Field (Finance) Ltd
Commerce International Trust Ltd
Commonwealth Development Finance Co Ltd
Council for Small Industries in *Rural Areas*

D. F. J. Charles Ltd
Deutsche Bank (UK) Finance Ltd
Development Finance International Ltd
Diaome Ltd
Dominion Charter Merchant Trust Ltd
Dorset, Somerset and Wilts Investment Society Ltd
Dreghorn Holdings Ltd
Dunlop Investments Ltd
Dunlop Securities Ltd

EBS Investments Ltd
English Association Investment Trading Co Ltd, (The)
Equipment Credit Ltd

Faircliffe Finance Co Ltd, (The)
Farnworth Finance Facilities Ltd
Fenlock Investments
Finance Corporation for Industry Ltd
Finfur Ltd
First Maryland Finance Ltd
First National Housing Trust Ltd
Ford Financial Trust Ltd
Ford Motor Credit Co Ltd
F. W. Developments Ltd

GEC Investments Ltd
Gee and Watson (Welfare and Benevolent) Ltd
General Reversionary and Investment Co Ltd
Grand Metropolitan (Finance) Ltd

Henderson Administration Ltd
Heritable Securities and Mortgage Investment Association Ltd, (The)
Hobbart Properties Ltd
Hoeschst Finance Ltd
Hogarth Finance Ltd
Home and Country Properties *Ltd*

Independent Factors Ltd
Indochine Finance (UK) Ltd
Insurance Export Finance Co Ltd
I. S. Blomfield Ltd
Ivor Hill (Investments) Ltd

J. P. Morgan Interfunding *Corporation*
John Laing Construction (Finance) Ltd
J. T. Group Ltd
Jubilee Money Society Ltd

Lancashire and Yorkshire Reversionary Interest Co Ltd
Langersal Ltd
Langham Life Finance Ltd
Law Reversionary Interest *Society Ltd, (The)*
Liverpool Reversionary Co Ltd, (The)
L. L. and E. Finance (GB) Ltd
London Mercantile Finance Ltd
London Mercantile Guarantee Ltd
Lyle Finance International Ltd

Mall Trust Corporation Ltd
Manufacturers Hanover *Export Finance Ltd*
Master Bakers and Confectioners Finance Co Ltd
Merban Ltd
Methodist Chapel Aid Association Ltd
Midland Industries (Finance) Ltd
MIT Securities Ltd

National and Commercial Development Capital Ltd
National Film Finance Consortium Ltd
NCNB (Export Finance) Ltd
New York London Trustee Co Ltd

Ogden Street Estates Ltd
Ordinto Investments Ltd

Pan American Employees Mutual Association Ltd
Paribas Finance Ltd
Phoenix Redcliffe Ltd
Piper Finance Ltd
Pleasure Heating Finance and Developments Ltd
Property Investment and Finance (Developments) Ltd

Queen Street Trust Ltd

Raleigh Industries (Gradual Payments) Ltd
Raymond Finance Ltd
Rediffusion Finance Ltd
Renault Acceptance Ltd
Rio Tinto Finance and Exploration Ltd
Robert Fleming and Co Ltd
Roltex Ltd
RTZ Finance Ltd

SCR Finance Ltd
St Paul's Guarantee Corporation Ltd
Sale Tilney (Finance) Ltd
Scottish and European Finance Ltd
Selap Ltd
Selection Trust Ltd
Ship Mortgage Finance Co Ltd
South Birmingham Savings Society Ltd
Southsea Mortgage and Investment Co Ltd
Standard Guarantee Ltd
Suffolk Mercantile Trust Ltd
Swiss Bank Corporation (International) Ltd

TKM Credit Corporation Ltd
TKM Factors Ltd
TSB Trustcard Ltd
Thomson North Sea Finance Co Ltd
Toronto Dominion Bank Investment (UK) Ltd
Treesford Securities Ltd
TWA United Kingdom Credit Union Employees Ltd

UDT International Finance Ltd
UKF Fertilisers Ltd

Wates Ltd
Wessex Finance Corporation *Ltd*
Westminster House and Land Investment Co Ltd
Whitehall Securities Corporation Ltd
Wilkinson Finance Ltd

Yorkshire Bank Finance Ltd

Bona fide bankers

The following persons held certificates, valid at 30 September 1978 under section 123 of the Companies Act 1967, to the effect that they had *satisfied the Department of Trade that they* could properly be treated for the purposes of the Moneylenders Acts 1900 to 1927 as being persons bona fide carrying on the business of banking.

African Continental Bank Ltd
Allied Arab Bank Ltd
Allied Bank International
Amex Bank Ltd
Anglo-Continental Trust Ltd *(in liquidation)*
Anglo-Eastern Bank Ltd

Banco do Estado de Sao Paulo SA
Bank of Europe Ltd
Bank Fur Gemeinwirtschaft AG
Bank Hapoalim BM
Bank Julius Baer International Ltd
Bank of New Providence Ltd
Bank of New South Wales Savings Bank Ltd
Bank of Tokyo Trust Co, (The)
Banque Francaise de Credit International Ltd
Barclays Bank Trust Co Ltd
Barnett, Christie Ltd
Beverley Acceptances Ltd
Boston Trust and Savings Ltd
Bowmaker Ltd
Bremar Holdings Ltd
British Linen Bank Ltd
Brook Securities and Co Ltd
Burlington Investments Ltd
Burston Finance Ltd *(in liquidation)*

Cannon Street Acceptances Ltd (in liquidation)
Capitol Consumer and Commercial Finance Ltd
C. E. Coates and Co Ltd
Cedar Holdings Ltd
Central Trustee Savings Bank Ltd
Chancery Trust Ltd
Chase Manhattan Ltd
Citibank Trust Ltd
Citicorp International Bank Ltd
Cleveland Guaranty Ltd
Clydesdale Bank Finance Corporation Ltd
Commercial Bank of Malawi Ltd
Commercial Bank of Wales Ltd
Commercial Credit Services Ltd
Commercial Savings Bank of Australia
Commonwealth Trading Bank of Australia
Concorde Trust Ltd
Consolidated Credits and Discounts Ltd
Co-operative Commercial Bank Ltd
Corinthian Securities Ltd
Credit Suisse First Boston Ltd
Credito Italiano SpA
Cripps Warburg Ltd

David Samuel Trust Ltd (in liquidation)
Dawnay Day and Co Ltd
Drayton Corporation Ltd
Duboff Brothers Ltd
Dunbar and Co Ltd

Eagil Trust Co Ltd
Edward Manson and Co Ltd
E. S. Schwab and Co Ltd
European Brazilian Bank Ltd

First Chicago Ltd
First International Bancshares Ltd
First National Bank in Dallas
First National Finance Corporation Ltd
First National Securities Ltd

G. T. Whyte and Co Ltd (in liquidation)
Goode Durrant Trust Ltd
Gray Dawes and Co Ltd
Gresham Trust Ltd
Greyhound Guaranty Ltd
Grindlays Bank (Scotland) Ltd

Havana International Bank Ltd
Henry Ansbacher and Co Ltd
Heritable and General Investment Bank Ltd
HFC Trust Ltd
Hokkaido Takushoku Bank Ltd
Hume Corporation Ltd

Industrial Bank of Japan Ltd, (The)
Industrial Bank of Scotland Ltd
Investitions-Und Handels-Bank AG
Ionian Securities Ltd
Iran Overseas Investment Bank Ltd
Italian International Bank Ltd

Jacobs Kroll and Co Ltd (in liquidation)
Japan International Bank Ltd
Julian S. Hodge and Co Ltd

Knowsley and Co Ltd
Lloyds Associated Banking Co Ltd
Lloyds and Scottish Trust Ltd
Lombard North Central Ltd
London and County Securities Ltd (in liquidation)
London Capital Securities Ltd
London Mercantile Corporation Ltd

Medens Trust Ltd
Merrill Lynch International Bank Ltd
Mitsubishi Bank Ltd, (The)

N. H. Woolley and Co Ltd
Nordic Bank Ltd
North Carolina National Bank
Northern Commercial Trust Ltd
Northern Trust Co, (The)
Norwich General Trust Ltd

P. S. Refson and Co Ltd
People's Bank Ltd, (The)
Philipp Brothers and Joseph Ltd

R. Raphael and Sons Ltd
Red Dragon Securities Ltd
Republic National Bank of Dallas
Republic National Bank of New York
Robert Fraser and Partners Ltd
Royal Bank of Canada Trust Corporation Ltd, (The)
Royal Trust Company of Canada, (The)

Samuel Montagu (MBFC) Ltd
St Margarets Finance Ltd
Scandic Credit and Commerce Ltd
Schlesinger Ltd
Security Trust Company Ltd
Societe Generale (France) Bank Ltd
Standard Chartered Merchant Bank Ltd
Sterling Credit Ltd
Sterling Industrial Securities Ltd

Trade Development Bank
Trucanda Trusts Ltd
Twentieth Century Banking Corporation Ltd

United Dominions Trust Ltd
United International Bank Ltd

Vavasseur Trust Co Ltd, (The)
Vernons Trust Corporation

Wallace Brothers Bank Ltd
Wells Fargo Ltd
Whiteaway, Laidlow and Co Ltd
Williams, Glyn and Co
Wintrust Securities Ltd

Zambia National Commercial Bank Ltd

Protection of Depositors Act 1963

Banking and discount companies

The following companies are recognised by the Secretary of State for Trade as banking or discount companies for the purposes of the Protection of Depositors Act 1963 (as amended) as at 30 September 1978. Companies marked with an asterisk are also recognised as banking or discount companies for the purposes of schedule 8 to the Companies Act 1948 (as amended).

*Alexanders Discount Co Ltd
Algemene Bank Nederland NV
*Allen, Harvey and Ross Ltd
Allied Bank International
Allied Irish Banks Ltd
*American Express International Banking Corporation
Amex Bank Ltd
*Antony Gibbs Holdings Ltd
*A. P. Bank Ltd
*Arbuthnot Latham and Co Ltd
*Australia and New Zealand Banking Group Ltd

Banca Commerciale Italiana SpA
Banca Nazionale del Lavoro SpA
*Banco de Bilbao
*Banco do Santander
Banco de Brasil SA
*Banco Espanol en Londres SA
Banco Central SA
Banco Urquijo Hispano Americano Ltd
Bank Hapoalim BM
Bank Julius Baer International Ltd
*Bank Leumi (UK) Ltd
Bank Melli Iran
*Bank of Adelaide, (The)
Bank of America International Ltd
*Bank of America National Trust and Savings Association
*Bank of Cyprus (London) Ltd
*Bank of India
Bank of Ireland
*Bank of London and South-America Ltd
*Bank of Montreal
*Bank of New South Wales
*Bank of New Zealand
*Bank of Nova Scotia, (The)
Bank of Scotland
Bank of Tokyo and Detroit (International) Ltd
*Bank of Tokyo Ltd, (The)
*Bankers Trust Co
*Banque Belge Ltd
*Banque Belgo-Zairoise SA
*Banque de L'Indochine et de Suez
Banque de Paris et des Pays-Bas, SA
*Banque Nationale de Paris Ltd
*Banque pour le Commerce Continental
Barclays Bank Ltd
*Barclays Bank International Ltd
Barclays Merchant Bank Ltd
*Baring Brothers and Co Ltd
*British Bank of the Middle East, (The)
British Linen Bank Ltd
*Brown Shipley and Co Ltd

*Canadian Imperial Bank of Commerce
*Cater Ryder and Co Ltd
Central Bank of India

Entries in these lists are in alphabetical order according to the first initial letter of the title.

*Charterhouse, Japhet Ltd
*Chase Manhattan Bank NA, (The)
Chemical Bank
Chemical Bank International Ltd
*C. Hoare and Co
*Citibank NA
City National Bank of Detroit
*Clive Discount Co Ltd
Clydesdale Bank Ltd
Clydesdale Bank Finance Corporation Ltd
*Commercial Banking Company of Sydney Ltd, (The)
*Commercial Bank of Australia Ltd, (The)
*Commercial Bank of the Near East Ltd, (The)
Commonwealth Trading Bank of Australia
Continental Illinois National Bank and Trust Company of Chicago
Co-operative Bank Ltd
County Bank Ltd
Coutts and Co
Coutts Finance Co
*Credit Industriel et Commercial
*Credit Lyonnais
Credit Suisse First Boston Ltd
Credito Italiano SpA
Crocker National Bank

Dai Ichi Kangyo Bank Ltd
Daiwa Bank Ltd, (The)
Detroit Bank and Trust Co, (The)
Dow Banking Corporation

European Banking Co Ltd
European Brazilian Bank Ltd

*First National Bank of Boston
*First National Bank of Chicago, (The)
First Pennsylvania Bank NA
First Wisconsin National Bank of Milwaukee
Forward Trust Ltd
Fuji Bank Ltd, (The)

*Gerrard and National Discount Co Ltd
*Gillett Brothers Discount Co Ltd
Girard Bank
Gray Dawes and Co Ltd
*Grindlay Brandts Ltd
*Grindlays Bank Ltd
*Guinness Mahon and Co Ltd

*Habib Bank Ltd
*Hambros Bank Ltd
Harris Trust and Savings Bank
*Hill, Samuel and Co Ltd
*Hong Kong and Shanghai Banking Corporation, (The)

International Commercial Bank Ltd
*International Westminster Bank Ltd
Iran Overseas Investment Bank Ltd
Irving Trust Co
Italian International Bank Ltd

Japan International Bank Ltd
*Jessel, Toynbee and Co Ltd
*J. Henry Schroder Wagg and Co Ltd
Johnson Matthey Bankers Ltd
Julian S. Hodge and Co Ltd

*Keyser Uuman Ltd
*King and Shaxson Ltd
*Kleinwort Benson Ltd

*Lazard Brothers and Co Ltd
*Leopold Joseph and Sons Ltd
*Lewis's Bank Ltd
Lloyds Associated Banking Co Ltd
*Lloyds Bank International Ltd
*Lloyds Bank International (France) Ltd
Lloyds Bank Ltd
Lombard North Central Ltd
London and Continental Bankers Ltd

*Manufacturers Hanover Trust Co
Marine Midland Bank
*Mellon Bank NA
*Mercantile Bank Ltd
Mercantile Credit Co Ltd
Merrill Lynch International Bank Ltd
*Midland and International Banks Ltd
Midland Bank Ltd
Mitsubishi Bank Ltd
Mitsui Bank Ltd
*Morgan Grenfell and Co Ltd
*Morgan Guaranty Trust Company of New York
*Moscow Narodny Bank Ltd

*National Bank of Australasia Ltd, (The)
National Bank of Detroit
*National Bank of Greece SA
*National Bank of New Zealand Ltd, (The)
*National Commercial and Glyns Ltd
National Westminster Bank Ltd
*Nedbank Ltd
*N. M. Rothschild and Sons Ltd
Nordic Bank Ltd
Northern Trust Company of Chicago

Orion Bank Ltd
*Ottoman Bank

*Rea Brothers Ltd
Republic National Bank of Dallas
*Royal Bank of Canada, (The)
Royal Bank of Scotland Ltd, (The)

Saitama Bank Ltd, (The)
*Samuel Montagu and Co Ltd
Samuel Montagu (MBFC) Ltd
*Sanwa Bank Ltd, (The)
Scandiavian Bank Ltd
*Seccombe Marshall and Campion Ltd
Security Pacific National Bank
*S. G. Warburg and Co Ltd
*Singer and Friedlander Ltd
*Slater, Walker Ltd
*Smith, St Aubyn and Co Ltd
*Societe Generale pour Favoriser le Developement du Commerce et de l'Industrie en France SA
*Standard Chartered Bank Ltd, (The)
Standard Chartered Merchant Bank Ltd
*State Bank of India
Sumitomo Bank Ltd, (The)
*Swiss Bank Corporation

Tokai Bank Ltd, (The)
*Toronto-Dominion Bank, (The)

UBAF Bank Ltd
*Union Bank of Switzerland
*Union Discount Company of London Ltd, (The)
*United Bank Ltd
United Dominions Trust Ltd
United International Bank Ltd

Wells Fargo Ltd
Westdeutsche Landesbank Girozentrale
Williams, Glyn and Co
Williams and Glyn's Bank Ltd

*Yorkshire Bank Ltd

Patents recorded 'licences of right'

Under section 46 of the Patents Act 1977 the register was noted 'licences of right' in respect of the following patents on the date specified:

27 September 1978

1366255 International Standard Electric Corporation
Improvements to time-division switching networks
1416295 International Standard Electric Corporation
Ribbon control in electromechanical printers
1442887 International Standard Electric Corporation
Destination key sender for telecommunication, particularly telephone switching systems with connected push-button subsets
1455799 International Standard Electric Corporation
Telecommunication system using TDM switching
1482104 International Standard Electric Corporation
Localiser or glide-slope facility
1363315 Standard Telephones and Cables Ltd
Improvements in or relating to telephone instruments
1482936 Standard Telephones and Cables Ltd
Semiconductor lasers
1483801 ITT Industries Inc
Planar diffusion process for manufacturing monolithic integrated circuits
1511921 BFG Glassgroup
Light transmitting panel and method of manufacturing such panel
1511922 BFG Glassgroup
Light transmitting panel and method of manufacturing such panel
1500882 Nissan Motor Co Ltd
A method and an apparatus to control the temperature of an engine exhaust gas purifying device
1502726 Nissan Motor Co Ltd
Closed-loop mixture control system for an internal combustion engine with means for improving transitional response
1263025 Sumitomo Chemical Co Ltd
Process for producing triethylaluminium
1304565 Sumitomo Chemical Co Ltd
Olefin sulphonate detergent composition
1288245 Societe Anonyme Automobiles Citroen
Improvements in or relating to bumpers in motor vehicles
1373886 Societe Anonyme Automobiles Citroen
Control unit for vehicle and dashboard incorporating same
1442929 SA Automobiles Citroen
Improvements in or relating to protective screens for exhaust systems of motor vehicles
1477640 Brian Thomas Tranter
Improvements in machines for the production of tufted carpets
1481243 United States Department of Energy
Activiated carbon material

29 September 1978

1010876 Ford Motor Co Ltd
Motor vehicle automatic transmission
1011282 Ford Motor Co Ltd
Gearboxes
1019209 Ford Motor Co Ltd
Regenerative drive transmission
1023739 Ford Motor Co Ltd
Automatic transmission
1040249 Ford Motor Co Ltd
Apparatus for holding an assembled motor vehicle body together for welding
1052329 Ford Motor Co Ltd
Clutch assemblies
1052369 Ford Motor Co Ltd
Multi-speed automatic transmissions
1078204 Ford Motor Co Ltd
Coating articles by electrophoresis
1078205 Ford Motor Co Ltd
Coating electrically conductive articles by electrophoresis
1078210 Ford Motor Co Ltd
Clutch assemblies for motor vehicles
1081798 Ford Motor Co Ltd
Motor vehicle clutch operating mechanism
1085452 Ford Motor Co Ltd
Planetary gear systems
1109583 Ford Motor Co Ltd
Electrophoresis coating of articles
1112782 Ford Motor Co Ltd
Electrophoretic coating method and apparatus
1114667 Ford Motor Co Ltd
Valve operating mechanism
1135370 Ford Motor Co Ltd
Electronic ignition system
1135530 Ford Motor Co Ltd
Electronic ignition system
1135904 Ford Motor Co Ltd
An electronic ignition system
1141258 Ford Motor Co Ltd
Backhoe and vehicle fitted with a backhoe
1142995 Ford Motor Co Ltd
Automatic change-speed transmission
1155394 Ford Motor Co Ltd
Electrical systems and bulbs and holders for use in them
1165779 Ford Motor Co Ltd
An interconnected control linkage
1184867 Ford Motor Co Ltd
Ignition distributor control mechanism for internal combustion engines
1193395 Ford Motor Co Ltd
Rolling of fine pitch herringbone gears
1218489 Ford Motor Co Ltd
Seat recline mechanisms
1223826 Ford Motor Co Ltd
Shaft couplings
1230894 Ford Motor Co Ltd
Windows
1232222 Ford Motor Co Ltd
Multiple ratio power transmission mechanism with overdrive
1234730 Ford Motor Co Ltd
Windows with trim-strips
1256988 Ford Motor Co Ltd
Overdrive power transmission mechanism
1266638 Ford Motor Co Ltd
Governor valve mechanism
1278385 Ford Motor Co Ltd
Electrodeposition of paint
1285387 Ford Motor Co Ltd
Prevention of reflection of light by windscreens in a motor vehicle
1286413 Ford Motor Co Ltd
Hydrokinetic torque converter
1287224 Ford Motor Co Ltd
Motor vehicle door
1290246 Ford Motor Co Ltd
Incremental dies
1290555 Ford Motor Co Ltd
Planetary gear transmission mechanism
1301437 Ford Motor Co Ltd
Liquid level warning device
1301798 Ford Motor Co Ltd
Thermosetting moulding powders
1313445 Ford Motor Co Ltd
Motor vehicle restraint device
1324225 Ford Motor Co Ltd
Regenerator-type heat exchangers
1328760 Ford Motor Co Ltd
Stator for a permanent magnet dynamoelectric machine including magnet retaining means
1328897 Ford Motor Co Ltd
Determination of oxygen in molten steel
1330577 Ford Motor Co Ltd
Acceleration demand controlled engine spark timing
1334723 Ford Motor Co Ltd
Carburetor having an integrated anti-stall and idle-speed adjustment mechanism
1336344 Ford Motor Co Ltd
Positive displacement pump
1336540 Ford Motor Co Ltd
Vehicle window regulator mechanism
1344030 Ford Motor Co Ltd
Seal assembly for a gas turbine engine
1348757 Ford Motor Co Ltd
Engine carburetor with anti 'running on' and deceleration control
1348965 Ford Motor Co Ltd
Carburetor with anti 'running on' control
1353130 Ford Motor Co Ltd
Valves eg for use in carburetors
1356599 Ford Motor Co Ltd
Motor vehicle having an external rear view mirror
1370059 Ford Motor Co Ltd
Carburettor
1371115 Ford Motor Co Ltd
A control valve circuit for a vehicle automatic transmission
1373007 Ford Motor Co Ltd
Non-aqueous dispersions of thermosetting film-forming polymers
1373657 Ford Motor Co Ltd
Restraint device for a motor vehicle
1392130 Ford Motor Co Ltd
Carburettor automatic choke construction
1400263 Ford Motor Co Ltd
Carburettor having an anti 'running on' control
1400535 Ford Motor Co Ltd
Carburettor having an anti 'running on' control
1401103 Ford Motor Co Ltd
Engine exhaust gas recirculation system
1409143 Ford Motor Co Ltd
Internal combustion engine spark timing control system
1411459 Ford Motor Co Ltd
Permanent magnet dynamoelectric machine stator assembly
1413031 Ford Motor Co Ltd
Method of protecting glass in storage
1415013 Ford Motor Co Ltd
Thermosettable moulding powders
1415420 Ford Motor Co Ltd
Carburettor
1418547 Ford Motor Co Ltd
Tractor adjustable track wheel and axle shaft assembly
1441079 Ford Motor Co Ltd
A motor vehicle gear shift mechanism
1443328 Ford Motor Co Ltd
Clutch disc and method of making same
1444297 Ford Motor Co Ltd
Hose retainer
1444317 Ford Motor Co Ltd
Fuel tank inlet pipe assembly
1445933 Ford Motor Co Ltd
Exhaust gas recirculation system
1449990 Ford Motor Co Ltd
Automatic choke system of a carburettor

1452237 Ford Motor Co Ltd
Valve stem seal and lubricator
1452578 Ford Motor Co Ltd
Process for making a silicon nitride article
1452642 Ford Motor Co Ltd
Electronic ignition system
1454230 Ford Motor Co Ltd
Gas turbine regenerator seal system
1468278 Ford Motor Co Ltd
Seals for ceramic rotary regenerators
1474564 Ford Motor Co Ltd
Process for coating the rubbing surfaces of a seal for a gas turbine regenerator
1474710 Ford Motor Co Ltd
Rotary regenerators for use in gas turbine engines
1481235 Ford Motor Co Ltd
Rubbing seal for ceramic regenerator
1482474 Ford Motor Co Ltd
Energy absorbing bumper assembly
1189488 Societe Anonyme Automobiles Citroen
Improvements in or relating to mechanical power transmission systems
1247888 Societe Anonyme Automobiles Citroen
A safety device for use in a vehicle braking system and a vehicle braking system incorporating the same
1477525 Societe Anonyme Automobiles Citroen
Improvements in or relating to pivot assemblies
1411531 Laboratoire L Lafon
Amino derivatives of 1, 4-Benzodioxan
1457038 Laboratoire L Lafon
Amino derivatives of 1, 4-Benzodioxan
1430714 Elmer Patridge Linsley
Stair ascending or descending cart
1502176 John Walter Berg
Improvements in or relating to an engine assembly

6 October 1978

1471689 Friedrich Kocks and Co GmbH
Improvements in reducing mills
1485837 Friedrich Kocks and Co GmbH
Method and apparatus for coiling long rod-like materials
1487614 Friedrich Kocks and Co GmbH
Improvements in tube rolling
1337743 Morris Bros (Tunstall) Ltd
Apparatus for lifting and positioning goods
1345191 Morris Bros (Tunstall) Ltd
Improved lifting and positioning apparatus
1360711 Societe Anonyme Automobiles Citroen
Improvements in or relating to seats
1384044 Societe Anonyme Automobiles Citroen
Improvements in or relating to motor vehicles
1364877 Unic SA
Improvements in or relating to fuel injectors for internal combustion engines
1370733 Fiat-France SA
Improvements in or relating to apparatus for compressing fibrous substances
1397169 Emile Bouchara
Improvements in or relating to phenylpiperazine derivatives, process for their preparation and applications therefof
1453493 International Standard Electric Corporation
Stored programme controlled telecommunications exchange
1503269 Nissan Motor Co
Closed-loop mixture control system for an internal combustion engine using sample-and-hold circuits
1513653 BFG Glassgroup
Manufacture of glass sheets

11 October 1978

1486187 The Post Office
Improvements in or relating to electrical connectors
1489742 The Post Office
Improvements in or relating to telecommunication system networks
1494102 The Post Office
Improvements in or relating to phosphorescent materials
1494103 The Post Office
Process for rendering at least part of a surface phosphorescent
1498400 The Post Office
Improvements in or relating to pulse code modulation systems
1501642 The Post Office
Improvements in or relating to hot press printing machines
1414625 American Plasticraft Co
Improvements relating to the insulation of electrical multiplier assemblies
1454324 Institut National des Industries Extractives
Recovering combustible gases from underground deposits of coal or bituminous shale

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I. J. G. Davis, Comptroller

Index to statistics

Published each week at end of Statistics section

Steel consumption and stocks: second quarter

Consumption

Revised figures indicate that consumption of finished steel in the second quarter of 1978 was 3.95 million tonnes (seasonally adjusted), a fall of 0.25 million tonnes from the very high first quarter level. The rise in the first quarter and subsequent fall reflect the changes in the output of some of the major steel consuming industries, particularly mechanical engineering and motor vehicles.

Receipts

Consumers' and stockholders' receipts from UK production fell to 3.04 million tonnes (seasonally adjusted), with imports of 0.86 million tonnes. With stockholders stocks remaining constant, consumers' receipts totalled 3.9 million tonnes.

Stocks

As the revised figure of consumption is slightly higher than the provisional estimate, consumers' stocks of finished steel are now thought to have fallen by 50 000 tonnes. The level of stocks held by consumers and stockholders is estimated to be sufficient to last nearly 16 weeks at the current rate of consumption.

Note: Two series of figures are shown from the third quarter of 1977. Series a is consistent with the historical data and series b has been calculated following a change in the methodology designed to improve the accuracy of the estimates.

Inquiries: 01-212 0856

Table 1 **Consumption, deliveries and stocks of finished steel** Seasonally adjusted

		Deliveries million tonnes			Stocks at end of period million tonnes			
Period	Consumption million tonnes	From UK production to consumers and stockholders	Imports	Total to Consumers [1]	Consumers	Stockholders	Total	Number of weeks use held in stock by consumers and stockholders [2]
1970	17.64	17.30	1.04	17.91	4.15	0.87	5.02	14.4
1971	16.72	14.50	1.41	16.07	3.47	0.71	4.18	13.8
1972	16.75	14.59	2.14	16.72	3.44	0.72	4.16	11.6
1973	18.45	16.80	2.51	19.45	4.44	0.58	5.02	15.0
1974	17.58	15.07	3.29	18.07	4.96	0.87	5.83	17.7
1975	15.45	12.03	3.03	15.01	4.53	0.92	5.45	17.4
1976	15.80	12.66	3.15	15.65	4.37	1.08	5.45	17.5
1977	15.30	11.95	2.97	15.01	4.15	0.96	5.11	17.4
1976								
1st qtr	4.07	3.05	0.84	3.91	4.37	0.90	5.27	17.6
2nd	3.89	3.18	0.72	3.86	4.35	0.94	5.29	18.1
3rd	3.78	3.24	0.70	3.83	4.39	1.05	5.44	17.4
4th	4.06	3.19	0.89	4.05	4.37	1.08	5.45	17.5
1977								
1st qtr	3.74	2.99	0.59	3.59	4.29	1.04	5.33	18.5
2nd	3.76	2.90	0.64	3.61	4.14	0.97	5.11	17.2
3rd	a 3.97	a 3.16	0.88	a 4.02	a 4.19	0.99	a 5.18	a 17.3
	b 3.93	b 3.18	0.88	b 4.04	b 4.20	0.99	b 5.19	b 17.1
4th	a 3.83	a 2.90	0.86	a 3.79	a 4.15	0.96	a 5.11	a 17.4
	b 3.85	b 2.91	0.86	b 3.80	b 4.15	0.96	b 5.11	b 17.2
1978								
1st qtr	a 4.18	a 3.23	0.83	a 4.04	a 4.01	0.98	a 4.99	a 15.9
	b 4.20	b 3.24	0.83	b 4.05	b 4.00	0.98	b 4.98	b 15.9
2nd	3.95	3.04	0.86	3.90	3.95	0.98	4.93	15.8

a Figures compiled same way as those previously published. b Figures calculated by new methology. p Provisional. [1] Total deliveries to consumers are deliveries from UK production to consumers and stockholders plus imports minus stock build by stockholders. [2] Calculated as stocks divided by weekly consumption in the following quarter, with the exception of the latest quarter when the divisor is weekly consumption in that quarter.

Table 2 **Consumption of finished steel by industry group** Seasonally adjusted. Million tonnes

Period	Railways	Ship-building	Con-struction	Electrical engin-eering	Mechanical engin-eering	Motors	Hollow ware	Wire and wire manu-factures	Other consuming industries
1970	0.40	0.68	2.86	0.77	3.83	2.32	1.12	1.25	4.41
1971	0.37	0.69	3.13	0.74	3.06	2.30	1.23	1.12	4.08
1972	0.37	0.72	2.99	0.76	3.18	2.21	1.23	1.14	4.15
1973	0.37	0.65	3.35	0.87	3.73	2.43	1.35	1.23	4.47
1974	0.48	0.58	3.08	1.07	3.54	2.13	1.33	1.12	4.25
1975	0.54	0.66	2.53	0.84	3.29	1.65	1.09	0.96	3.89
1976	0.45	0.56	2.51	0.82	3.33	1.86	1.27	1.03	3.97
1977	0.36	0.41	2.05	0.67	3.80	1.86	1.28	0.89	3.98
1976									
1st qtr	0.12	0.18	0.74	0.22	0.81	0.44	0.30	0.25	1.01
2nd	0.13	0.14	0.64	0.22	0.81	0.46	0.30	0.24	0.95
3rd	0.10	0.12	0.61	0.21	0.78	0.48	0.30	0.24	0.94
4th	0.10	0.12	0.52	0.17	0.93	0.48	0.37	0.30	1.07
1977									
1st qtr	0.09	0.10	0.53	0.17	0.86	0.47	0.33	0.23	0.96
2nd	0.08	0.12	0.51	0.16	0.93	0.43	0.32	0.23	0.98
3rd	a 0.09	a 0.09	a 0.50	a 0.18	a 1.02	a 0.48	a 0.34	a 0.21	a 1.06
	b 0.07	b 0.12	b 0.44	b 0.15	b 0.91	b 0.56	b 0.32	b 0.24	b 1.12
4th	a 0.10	a 0.10	a 0.51	a 0.16	a 0.99	a 0.48	a 0.29	a 0.22	a 0.98
	b 0.11	b 0.16	b 0.51	b 0.17	b 0.89	b 0.62	b 0.31	b 0.25	b 0.83
1978									
1st qtr	a 0.10	a 0.10	a 0.54	a 0.21	a 1.11	a 0.51	a 0.33	a 0.22	a 1.06
	b 0.10	b 0.14	b 0.55	b 0.24	b 1.07	b 0.63	b 0.32	b 0.25	b 0.90
2nd	0.08	0.10	0.45	0.15	0.96	0.54	0.32	0.24	1.11

a Figures compiled same way as those previously. b Figures calculated by new methodology.

Table 3 **Stocks of finished steel held by industry group**

Seasonally adjusted. Million tonnes

Period	Railways	Ship-building	Con-struction	Electrical engin-eering	Mechanical engin-eering	Motors	Hollow-ware	Wire and wire manu-factures	Other consuming industries
1970	0.12	0.29	1.06	0.14	0.93	0.46	0.16	0.14	0.85
1971	0.11	0.25	0.84	0.10	0.78	0.37	0.14	0.13	0.75
1972	0.08	0.27	0.83	0.10	0.80	0.38	0.14	0.12	0.72
1973	0.09	0.34	1.11	0.15	0.92	0.50	0.19	0.14	1.00
1974	0.14	0.45	1.22	0.17	1.05	0.46	0.20	0.15	1.12
1975	0.16	0.51	1,14	0.13	0.90	0.39	0.14	0.15	1.01
1976	0.12	0.39	1.00	0.13	0.92	0.47	0.17	0.13	1.04
1977	0.12	0.31	1.01	0.12	0.85	0.44	0.19	0.13	0.98
1976									
1st qtr	0.17	0.46	1.05	0.13	0.89	0.39	0.14	0.15	0.99
2nd	0.15	0.42	1.06	0.12	0.86	0.41	0.16	0.16	1.01
3rd	0.13	0.40	1.01	0.12	0.91	0.45	0.18	0.16	1.03
4th	0.12	0.39	1.00	0.13	0.92	0.47	0.17	0.13	1.04
1977									
1st qtr	0.12	0.37	1.01	0.13	0.90	0.45	0.18	0.13	1.01
2nd	0.12	0.33	0.99	0.12	0.88	0.44	0.17	0.12	0.98
3rd	a 0.12	a 0.33	a 0.99	a 0.12	a 0.87	a 0.46	a 0.19	a 0.13	a 0.99
	b 0.26	b 0.50	b 0.45	b 0.09	b 1.19	b 0.52	b 0.23	b 0.17	b 0.79
4th	a 0.12	a 0.31	a 1.01	a 0.12	a 0.85	a 0.44	a 0.19	a 0.13	a 0.98
	b 0.25	b 0.48	b 0.48	b 0.09	b 1.17	b 0.48	b 0.23	b 0.17	b 0.80
1978									
1st qtr	a 0.11	a 0.30	a 1.01	a 0.11	a 0.82	a 0.42	a 0.17	a 0.13	a 0.94
	b 0.25	b 0.47	b 0.46	b 0.08	b 1.15	b 0.46	b 0.21	b 0.17	b 0.75
2nd	0.25	0.46	0.47	0.08	1.16	0.47	0.20	0.17	0.69

a Figures compiled same way as those previously published. b Figures calculated by new methodology.

Table 4 **Receipts, consumption and stocks of finished steel by type and selected industry groups**

Not seasonally adjusted. Thousand tonnes

Steel type/industry group	3rd quarter 1977		4th quarter 1977		1st quarter 1978		2nd quarter 1978		Stock at end quarter 2
	Receipts	Con-sumption	Receipts	Con-sumption	Receipts	Con-sumption	Receipts	Con-sumption	
Ingots, blooms, billets and slabs									
Mechanical engineering	17.1	16.6	23.2	24.7	66.9	71.8	37.5	35.8	86.8
All other industries	108.4	105.7	126.4	139.0	140.3	141.2	118.0	117.7	146.6
Total	125.5	122.3	149.6	163.7	207.2	213.0	155.5	153.5	233.4
Sections (including rails)									
Railways	45.8	48.3	52.8	53.2	64.1	58.6	61.4	60.8	66.1
Construction	181.0	181.9	198.6	204.5	205.6	238.1	219.2	188.6	147.0
Mechanical engineering	81.7	77.5	86.2	83.2	100.1	96.2	87.6	86.9	71.0
All other industries	113.4	104.9	128.4	132.6	139.9	141.9	107.8	120.8	149.9
Total	421.9	412.6	466.0	473.5	509.7	534.8	476.0	457.1	434.0
Rods and bars for reinforcement									
Construction	33.0	29.4	32.3	32.2	56.9	47.4	79.0	89.5	43.7
Mechanical engineering	151.9	155.2	168.5	183.6	200.9	186.5	141.5	146.2	135.0
All other industries	3.8	2.9	6.3	6.3	6.9	6.0	11.3	12.2	8.1
Total	188.7	187.5	207.1	222.1	264.7	239.9	231.8	247.9	186.8
Other rod and bar – in coil									
Mechanical engineering	49.1	43.6	40.9	41.6	76.4	79.7	41.9	40.4	61.9
Wire and wire manufactures	215.0	208.5	231.5	235.9	242.6	241.6	221.2	215.0	87.0
All other industries	40.2	32.9	33.5	32.4	44.8	44.0	29.1	33.2	40.1
Total	304.3	285.0	305.9	309.9	363.8	365.3	292.2	288.6	189.0
Other rod and bar – straight lengths – hot rolled									
Construction	6.2	6.3	10.0	11.2	19.9	19.9	18.7	18.7	3.4
Mechanical engineering	37.3	38.3	40.5	43.7	61.6	70.3	49.5	46.9	154.3
Motor vehicles	20.8	20.1	27.6	28.6	26.6	27.1	16.0	16.7	26.4
All other industries	130.9	131.0	169.3	160.1	194.1	189.7	121.5	124.3	137.1
Total	195.2	195.7	247.4	243.6	302.2	307.0	205.7	206.6	321.2
Other rod and bar straight lengths – cold finished									
Electrical engineering	10.3	10.2	12.2	12.1	13.2	12.4	12.1	14.6	6.5
Mechanical engineering	35.7	36.5	40.5	43.7	43.8	45.1	36.7	40.0	16.3
Motor vehicles	24.1	22.9	27.6	28.6	29.0	29.7	24.4	26.4	8.2
All other industries	45.5	48.8	52.3	55.4	55.9	60.0	53.4	54.1	13.7
Total	115.6	118.4	132.6	139.8	141.9	147.2	126.6	135.1	44.7
Strip – hot rolled									
Mechanical engineering	12.6	13.6	15.6	17.3	11.1	15.1	19.2	19.6	19.5
Motor vehicles	29.9	31.4	37.8	38.7	43.0	42.2	29.4	30.2	33.0
All other industries	39.2	39.2	47.5	41.4	49.1	57.7	42.9	44.8	85.5
Total	81.7	84.2	100.9	97.4	103.2	115.0	91.5	94.6	138.0

continued on next page

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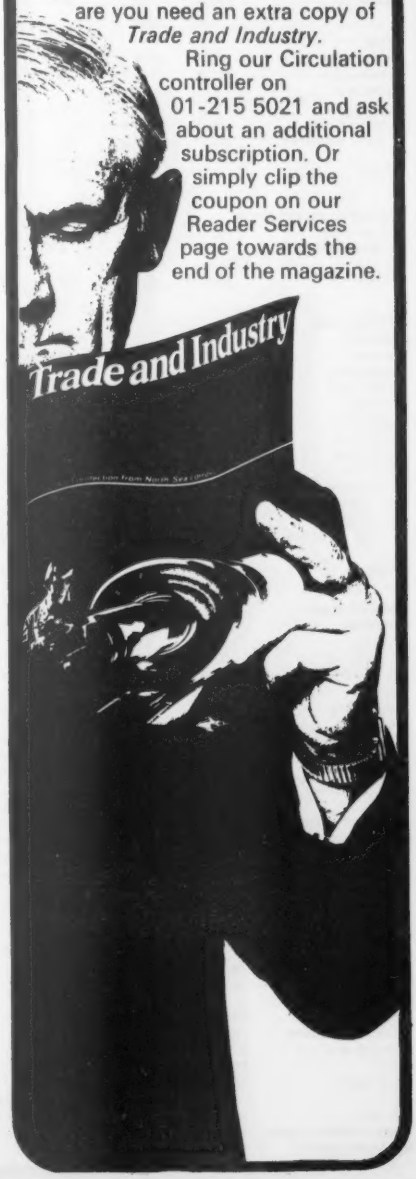

Table 4 (cont) **Receipts, consumption and stocks of finished steel by type and selected industry groups**

Not seasonally adjusted thousand tonnes

Steel type/industry group	3rd quarter 1977		4th quarter 1977		1st quarter 1978		2nd quarter 1978		Stock at end quarter 2
	Receipts	Consumption	Receipts	Consumption	Receipts	Consumption	Receipts	Consumption	
Strip – cold rolled									
Electrical engineering	10.2	10.4	12.7	12.9	15.6	16.2	13.7	13.9	24.1
Mechanical engineering	14.2	13.9	17.6	19.0	19.5	19.8	16.3	15.7	27.6
Motor vehicles	14.3	13.8	16.8	17.5	19.1	20.3	17.6	17.4	32.6
All other industries	53.3	48.1	58.6	66.1	63.2	57.6	58.9	61.4	95.7
Total	92.0	86.2	105.7	115.5	117.4	113.9	106.5	108.4	180.0
Sheet – hot rolled									
Mechanical engineering	21.3	23.0	22.0	19.9	26.4	27.3	42.4	40.6	13.8
Motor vehicles	15.7	16.0	18.6	19.1	31.9	31.4	17.9	15.6	14.9
Hollow-ware	7.8	6.9	7.9	8.0	8.8	11.4	10.6	10.2	6.2
All other industries	34.4	36.0	40.4	40.0	35.5	37.1	35.5	36.4	29.3
Total	79.2	81.9	88.9	87.0	102.6	107.2	106.4	102.8	64.2
Sheet – cold reduced									
Electrical engineering	109.5	111.3	103.4	107.8	170.9	173.1	111.7	116.2	15.4
Mechanical engineering	105.2	101.1	94.2	89.4	127.3	132.5	151.9	151.1	59.4
Motor vehicles	295.5	261.7	298.1	298.0	315.9	314.2	328.8	335.3	187.4
Hollow-ware	94.3	85.0	86.9	88.7	83.3	86.7	84.9	87.2	51.5
All other industries	158.5	150.6	138.0	146.8	163.6	170.2	177.7	174.8	80.6
Total	763.0	709.7	720.6	730.7	861.0	876.7	855.0	864.6	394.3
Plate									
Shipbuilding	92.1	104.1	107.3	123.6	74.1	97.0	89.5	95.3	278.6
Construction	165.7	157.7	188.9	156.2	167.1	169.8	136.1	142.7	171.9
Mechanical engineering	179.9	179.4	170.8	169.1	231.0	243.6	213.9	213.6	158.6
Motor vehicles	75.0	77.4	77.3	85.4	80.6	89.0	70.8	78.6	66.4
All other industries	104.7	100.2	100.5	98.2	118.0	115.7	134.6	147.0	81.8
Total	617.4	618.8	644.8	632.5	670.8	715.1	644.9	677.2	757.3
Tinplate and black plate									
Hollow-ware	197.4	203.9	182.0	187.2	209.0	210.1	239.0	245.0	119.6
All other industries	7.3	2.4	8.4	8.5	36.0	40.4	38.9	44.3	26.8
Total	204.7	206.3	190.4	195.7	245.0	250.5	277.9	289.3	146.4
All other steel products									
Railways	14.1	16.4	20.4	23.3	21.8	20.1	20.8	24.4	120.6
Shipbuilding	4.5	5.8	6.1	8.0	5.3	7.9	8.7	8.5	24.6
Construction	25.4	25.4	35.4	34.9	34.7	31.3	35.1	33.6	43.7
Electrical engineering	8.8	8.4	10.4	10.2	10.5	8.9	10.9	11.9	13.4
Mechanical engineering	120.9	123.5	158.3	154.8	150.6	144.9	148.6	154.6	347.3
Motor vehicles	44.6	47.0	52.5	58.4	55.6	55.2	50.9	53.0	73.9
Hollow-ware	0.5	0.6	1.1	1.2	1.3	1.3	1.2	1.2	1.1
Wire and wire manufactures	6.6	6.3	12.9	12.9	18.8	19.4	21.3	20.1	55.9
All other industries	177.0	187.2	154.9	160.7	162.3	162.8	153.3	159.5	218.7
Total	402.4	420.6	452.0	464.4	460.9	451.8	450.8	466.8	899.2
Total all steel products									
Railways	59.9	64.7	73.2	76.5	85.9	78.7	82.2	85.2	186.7
Shipbuilding	96.6	109.9	113.4	131.6	79.4	104.9	98.2	103.8	303.2
Construction	411.3	400.7	465.2	439.0	484.2	506.5	488.1	473.1	409.7
Electrical engineering	138.8	140.3	138.7	143.0	210.2	210.6	148.4	156.6	59.4
Mechanical engineering	826.9	822.2	878.3	890.0	1 115.6	1 132.8	987.0	991.4	1 151.5
Motor vehicles	519.9	490.3	556.3	574.3	601.7	609.1	555.8	573.2	442.8
Hollow-ware	300.0	296.4	277.9	285.1	302.4	309.5	335.7	343.6	178.4
Wire and wire manufactures	221.6	214.8	244.4	248.8	261.4	261.0	242.5	235.1	142.9
All other industries	1 016.6	989.9	1 064.5	1 087.5	1 209.6	1 224.3	1 082.9	1 130.5	1 113.9
Total	3 591.6	3 529.2	3 811.9	3 875.8	4 350.4	4 437.4	4 020.8	4 092.5	3 988.5

Table 5 **Receipts, deliveries and stocks of steel by stockholders**

Thousand tonnes

Product	Receipts	Deliveries	Stocks at end quarter
Beams, joists, angles and sections	146.0	151.2	158.1
Rounds and squares	61.4	62.7	51.6
Plate and wide coil	235.8	239.4	257.3
Sheet	256.4	268.7	250.8
Other steel	258.2	265.8	256.7
Total steel	957.8	987.8	974.5
Treaty of Paris products	793.1	819.1	779.8
Non-treaty products	164.7	168.7	194.7

Hosiery and other knitted goods: index of production in August

In the three months ended August 1978 the volume of production of hosiery and other knitted goods, seasonally adjusted (including knitted fabrics), was provisionally estimated to have been 3 per cent lower than in the three months ended August 1977.

In using the index numbers shown in the table, it should be borne in mind that, when price increases are large, the various problems associated with constructing a constant value series become more acute. Because of these difficulties the relative accuracy of the estimates is likely to have been reduced in recent years. The actual figures allow for differences in the length of calendar months, but not for other seasonal variations.

Inquiries: 01-212 0017 or 01-212 6474.

Hosiery and other knitted goods, including warp knitting

1975 = 100

1973	105
1974	103
1975	100
1976	106
1977	106

	Actual	Seasonally adjusted
1976		
1st qtr	92	102
2nd	99	104
3rd	107	107
4th	124	109
1977		
1st qtr	97	107
2nd	98	104
3rd	108	108
4th	121	105
1978		
1st qtr p	92	104
2nd p	98	102
1977		
January	95	112
February	99	104
March	97	105
April	94	104
May	100	104
June	100	104
July	99	108
August	102	106
September	123	108
October	131	103
November	127	103
December	104	110
1978		
January p	87	102
February p	99	105
March p	91	104
April p	100	107
May p	92	100
June p	102	102
July p	90	98
August p	105	108

p Provisional.

Statistical News

This quarterly publication, prepared by the Central Statistical Office, is designed to keep the user of statistics in touch with all that is going on in the world of official statistics. Each issue contains notes on current developments as well as several articles treating selected topics in greater depth. A list of new surveys reported to the CSO's Survey Control Unit is also included.

Price 80p (by post 92p), annual subscription including postage £3.68. From HMSO, PO Box 569, London SE1 9NH.

ISSN 0017-3630

Wool textile industry: output in July

The volume of production in the wool textile industry (as measured by the seasonally-adjusted index of production) in July 1978 was 1 per cent higher than in July 1977. Statistics issued by the Wool Industry Bureau of Statistics show that in the period January to July 1978 woven fabrics (excluding blankets) were 4 per cent lower than the period January to July 1977; deliveries of worsted yarns (excluding semi-worsted yarn) were 7 per cent lower. Production of wool and hair tops was 9 per cent less and that of man-made fibre tops was 11 per cent less.

Inquiries: 01-212 0017/6474.

Output in the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn [1]	Worsted yarn [2]	Woven fabrics (excluding blankets) [1]		Blankets [3]
		Wool and hair	Man-made fibres			Woollen	Worsted	
	million kg					million sq m		
1968	177.5	96.6	36.4	147.4	98.2	135.8	110.6	27.3
1969	174.5	92.0	42.2	142.2	100.5	130.1	109.2	26.9
1970	153.1	79.7	44.6	129.4	97.6	115.5	99.8	24.6
1971	141.2	66.2	36.6	130.7	93.0	101.9	83.9	28.5
1972	152.3	75.1	45.9	130.9	101.6	99.8	83.7	28.8
1973	136.6	62.2	55.9	135.2	100.0	104.0	88.4	30.6
1974	112.6	43.9	54.8	122.5	87.2	92.1	82.6	28.1
1975	110.6	46.8	44.4	112.1	75.5	76.8	74.6	24.7
1976	119.7	56.5	47.2	108.0	80.8	73.6	69.4	22.8
1977	113.5	52.3	45.3	105.7	81.2	78.8	71.3	22.2
1976								
1st qtr	31.0	13.8	11.6	29.4	20.6	16.9	18.2	6.5
2nd	30.5	14.5	12.1	27.9	20.3	19.6	16.9	4.4
3rd	27.6	13.4	10.6	23.7	18.2	19.4	16.9	5.2
4th	30.6	14.6	13.0	27.0	21.7	17.9	17.5	6.5
1977								
1st qtr	32.4	15.3	12.6	29.0	23.1	19.6	18.8	6.7
2nd	29.8	13.9	11.9	27.2	20.2	21.1	18.1	4.8
3rd	24.5	11.1	10.4	23.0	17.5	19.7	16.4	4.4
4th	26.8	12.0	10.4	26.5	20.4	18.4	18.0	6.2
1978								
1st qtr	29.5	13.6	10.6	27.7	20.8	18.5	17.3	5.8
2nd	28.4	12.8	10.8	27.2	19.6	21.6	16.8	4.8
1977								
January	10.3	5.0	4.0	9.0	7.2	5.8	5.9	2.4
February	10.2	4.8	4.0	9.1	7.5	6.2	6.0	2.2
March	11.9	5.5	4.6	10.8	8.4	7.6	6.9	2.1
April	9.6	4.6	3.8	8.6	6.4	6.6	5.7	1.7
May	11.1	5.2	4.7	10.0	7.6	7.4	6.6	1.6
June	9.1	4.1	3.4	8.6	6.2	7.1	5.8	1.5
July	7.9	4.2	3.9	6.5	5.6	6.0	5.2	1.1
August	7.6	2.9	2.9	8.4	5.4	6.5	5.2	1.6
September	9.0	4.0	3.6	8.2	6.5	7.2	6.0	1.7
October	9.1	3.9	4.4	9.2	7.1	6.9	6.4	2.0
November	9.7	4.5	3.6	9.5	7.4	6.7	6.5	2.1
December	8.0	3.6	2.4	7.8	5.9	4.8	5.1	2.1
1978								
January	9.7	4.5	3.0	9.3	6.9	6.0	5.8	2.2
February	9.5	4.5	3.1	8.8	6.7	5.9	6.0	1.5
March	10.3	4.6	4.5	9.6	7.2	6.6	5.5	2.1
April	9.7	4.4	3.2	9.2	6.9	6.8	5.5	1.8
May	9.3	4.2	4.1	8.8	6.4	6.9	5.4	1.5
June	9.4	4.2	3.5	9.2	6.3	7.9	5.9	1.5
July		4.1	3.9	6.6	5.3	6.3	5.0	1.3

Notes to table

[1] Estimated. [2] From January 1969 includes semi-worsted yarn: previously yarn of this type was not separately distinguished and the small quantities involved were divided between the worsted yarn headings. In July deliveries of semi-worsted yarn were 0.5 million kg. [3] Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Cotton industry: production in August

Statistics issued by the Textile Statistics Bureau show that in January-August 1978 the amount of cloth woven was 4 per cent lower than in January-August 1977. Production of single yarn decreased by 8 per cent and doubled yarn decreased by 16 per cent.

Inquiries: 01-212 0017/6474.

Production in the cotton industry

Annual totals and weekly averages

	Single yarn [1]		Doubled yarn		Woven cloth	
	Cotton yarn [2]	Spun man-made yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
	million kg				million m	
1968	171.2	67.5	49.9	52.0	668.2	507.3
1969	166.2	73.2	46.8	60.9	661.5	538.1
1970	158.7	77.4	43.2	57.3	627.6	484.3
1971	133.0	83.3		85.0	559.1	479.8
1972	121.4	81.7		75.4	513.0	469.8
1973	115.4	92.5		82.1	453.2	502.3
1974	101.3	87.7		74.7	409.5	505.3
1975	94.4	76.4		68.4	405.4	503.0
1976	106.9	76.1		69.4	374.5	492.9
1977	98.1	77.6		69.8	368.3	497.5
1977						
Jan	2.2	1.7		1.5	7.7	10.3
Feb	2.3	1.7		1.6	7.9	10.7
Mar [3]	2.2	1.8		1.6	7.9	10.7
Apr	1.7	1.4		1.2	6.3	8.8
May	2.3	1.9		1.6	7.9	11.1
June [3]	1.5	1.2		1.1	6.9	8.8
July	1.6	1.2		1.2	4.3	7.5
August [3]	1.9	1.5		1.4	7.6	9.5
Sep	1.5	1.2		1.2	6.3	9.0
Oct	2.0	1.6		1.4	7.9	10.5
Nov [3]	2.0	1.6		1.4	7.8	10.2
Dec	1.4	1.1		1.0	5.9	7.6
1978						
Jan	2.0	1.5		1.3	7.7	10.0
Feb	2.0	1.6		1.3	8.0	10.0
Mar [3]	1.6	1.2		1.1	6.8	8.2
Apr	2.0	1.6		1.3	8.2	9.4
May [3]	1.8	1.6		1.2	7.5	8.7
Jun	1.4	1.3		1.0	8.2	8.8
July	1.6	1.3		1.1	4.6	6.6
August [3]	1.8	1.6		1.2	7.9	8.6

[1] Spun in cotton industry. [2] Including yarns wholly of cotton waste and mixture yarn of cotton and cotton waste. [3] Average of five weeks.

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Production of man-made fibres in August

In the three months ended August 1978 the volume of production of man-made fibres, seasonally adjusted, was estimated to have been 4 per cent lower than in the three months ended May 1978. Total production by weight of man-made fibres in January-August 1978 was 2 per cent higher than in January-August 1977, output of continuous filament decreased by 4 per cent and staple fibre increased by 7 per cent.

Inquiries: 01-212 0017/6474.

Index of the volume of production 1975 = 100

1973	129	
1974	111	
1975	100	
1976	110	
1977	98	
	Actual	Seasonally adjusted
1976		
1st qtr	114	111
2nd	113	109
3rd	100	106
4th	112	112
1977		
1st qtr	111	108
2nd	107	103
3rd	91	97
4th	82	82
1978		
1st qtr	106	102
2nd	108	105
1977		
January	102	106
February	116	109
March	116	111
April	110	105
May	100	100
June	110	104
July	101	107
August	78	93
September	94	92
October	88	86
November	83	80
December	75	81
1978		
January	92	95
February	107	100
March	117	112
April	102	97
May	118	118
June	106	99
July	94	100
August	98	116

Man-made fibre production Thousand tonnes

	Total	Continuous filament (singles)	Staple fibre
1968	539.1	241.8	297.4
1969	553.9	252.5	301.5
1970	599.4	257.6	341.9
1971	613.1	276.4	336.7
1972	626.5	264.0	362.5
1973	730.8	305.6	425.3
1974	627.6	271.0	356.6
1975	562.5	246.5	316.0
1976	618.4	270.7	347.7
1977	551.8	239.3	312.5
1976			
1st qtr	159.8	70.0	89.8
2nd	157.5	69.7	87.7
3rd	140.4	62.4	78.0
4th	160.7	68.6	92.1
1977			
1st qtr	154.9	67.2	87.7
2nd	150.8	63.9	86.8
3rd	131.0	55.2	75.8
4th	115.1	53.0	62.1
1978			
1st qtr	150.1	60.6	89.5
2nd	156.2	62.2	94.0
1977			
January	49.1	20.9	28.2
February	50.3	21.8	28.5
March	55.5	24.5	31.0
April	52.3	20.8	31.5
May	47.7	21.5	26.2
June	50.8	21.7	29.2
July	49.5	20.8	28.7
August	37.6	16.0	21.6
September	43.9	18.4	25.5
October	43.5	18.2	25.4
November	36.8	17.9	18.9
December	34.8	17.0	17.8
1978			
January	44.2	19.1	25.1
February	47.6	19.0	28.7
March	58.2	22.5	35.7
April	48.3	19.1	29.2
May	58.5	22.7	35.8
June	49.3	20.3	29.0
July	45.9	18.8	27.1
August	48.4	19.3	29.1

Source: Production stats: Man-made Fibres Producers Committee. Index of production: Department of Industry.

Carpet industry sales in July

The daily rate of carpet manufacturer's sales by value in July 1978 at current prices was provisionally estimated to have been 21 per cent more than in July 1977 assuming 21 working days in July 1978 and 21 working days in July 1977. In the three months ended July 1978 the daily rate of manufacturers' sales was provisionally estimated to have been 19 per cent more than in the corresponding period 12 months ago assuming 64 working days in the period ended July 1978 and 63 working days in the period July 1977. The index numbers which are of manufacturers' sales by value, have been adjusted for the length of the working month, but not for non-statutory holidays or other seasonal factors, The wholesale price index of carpets is shown as a guide to the movement in prices.

Inquiries: 01-212 0017.

Index of carpet manufacturers' sales 1975 = 100

	Index of manufacturers' sales at current prices	Wholesale price index
1970	100	59.9
1971	115	62.0
1972	135	65.1
1973	166	73.4
1974	179	86.7
1975	202	100.0
1976	234	115.7
1977	255	134.7
1977		
2nd qtr	239	134.1
3rd	230	135.8
4th	292	139.2
1978		
1st qtr	270	145.8
2nd	280	147.0
1977		
April	251	133.4
May	227	134.5
June	241	134.5
July	208	134.8
1978		
April	288	146.8
May	281	146.8
June	272	147.3
July	251	148.4

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Films Act 1960: combination of quota periods

Grease

The Department of Trade, after consulting the Cinematograph Films Council and upon the application of EMI Cinemas Ltd, and of Orr Enterprises Ltd, has issued a direction that for the following cinemas the years 1978 and 1979 may be combined as a single quota period, provided that the foreign film 'Grease' is exhibited for a continuous period of at least eight weeks and one day.

Orr Enterprises Ltd
Empire One Cinema, Morecambe.

EMI Cinemas Ltd
Bayswater ABC1, Southend ABC, Harrow ABC, Ruislip Embassy, Watford Empire, Elstree Studio, Golders Green ABC1, Enfield ABC1, Turnpike Lane ABC1,Waltham Cross Embassy 1, Holloway ABC, Leyton ABC, Upton Park ABC, Fulham Road ABC1, Esher ABC1, Woking ABC, Wimbledon ABC, Ewell ABC1, Reigate Majestic, Elephant and Castle ABC, Purley Astoria 1, Catford ABC, Beckenham ABC, Sidcup ABC1, Orpington Commodore, Woolwich ABC, Windsor ABC, Maidenhead ABC, Dover ABC, Newbury ABC, Bracknell ABC1, Horsham ABC1, Crawley Embassy, Fareham Embassy, Falkirk ABC1, Kilmarnock ABC1, Coatbridge ABC, Dumfries ABC, Yarmouth ABC, Glasgow Coliseum, Muirend ABC, Clydebank ABC, St Andrews Picture House, Kirkcaldy ABC, Greenock ABC, Gravesend ABC1, Stevenage ABC1, Bath Beau Nash.

Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 20 October 1978.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
BRITISH					
Tahere Tikitiki (The Making Of A Maori Canoe)	BR/E 39785/22/10/83	29	17 October	Cinema-International Corporation (UK)	New Zealand National Film Unit
Movietone News 2576	BR/E 39600/22/10/83	8	20 October	British Movietonews Ltd	British Movietonews Ltd
FOREIGN					
Crystal Venom	F 39784	23	16 October	Twentieth Century-Fox Film Co Ltd	Astro International Film Production Ltd, Guyana
Pardon Mon Affaire Too	F 39786	112	19 October	Enterprise Pictures Ltd	Production de la Gueville, Paris

NOTE
The registration number of 'Movietone News 2575', registered on 13 October 1978, should have read BR/E 39599/15/10/83.

Index to statistics published regularly in 'Trade and Industry'

(a) annually (m) monthly (q) quarterly. Weekly statistics are not included

Aerospace cost indices (m) 6 Oct 78
Air transport trade by air (a) 25 Aug 78
Balance of payments current account (m) 20 Oct 78
overseas royalties 12 Aug 77
trends in invisibles 6 Oct 78
see also Overseas trade of the UK
Business names and limited partnerships (a) 10 Feb 78
Capital expenditure manufacturing, distributive and service industries (q) 29 Sep 78
provisional (q) 1 Sep 78
by regions 18 Feb 77
leasing, hiring and renting out (a) 29 Sep 78
see also Investment
Catering trades turnover (q) 18 Aug 78
Check trading (a) 7 Apr 78
Chemicals industry activity (q) 20 Oct 78
Companies acquisitions and mergers (q) 11 Aug 78
analysis of accounts (q) 7 Jul 78
insolvencies (q) 4 Aug 78
liquidity (q) 8 Sep 78
new registrations: Gt. Britain (m) page 197
N. Ireland (m) 29 Sep 78
rate of return on capital (a) 22 Sep 78
structure of company financing (a) 3 Feb 78
Construction industry housing report (m) 20 Oct 78
orders (m) 6 Oct 78
output and employment (q) 15 Sep 78
work overseas (a) 20 Oct 78
Consumers' expenditure (q) page 197
Depositors, protection of Act (q) page 200
Earnings, wage rates (m) 29 Sep 78
Energy trends 9 Jun 78
Engineering industries electrical engineering (q) 22 Sep 78
instrument engineering (a) 30 Jun 78
production indices (m) 1 Sep 78
sales and orders (m) 20 Oct 78
Film industry British Film Fund Agency returns (m) 20 Oct 78
cinema admissions and takings (m) 20 Oct 78
annual inquiry (a) 25 Aug 78
exhibitors' quota returns (a) 5 May 78
overseas payments and earnings (a) 25 Aug 78
registrations of films (a) 3 Feb 78
Food consumption levels (twice a year) 29 Sep 78
household consumption (q) 13 Oct 78
Footwear industry deliveries and stocks (m) 13 Oct 78
Foreign trade industrial countries' economic indicators (m) 6 Oct 78
quarterly analysis (q) 8 Sep 78
see also Overseas trade of the UK
Furniture deliveries and orders (m) page 197
Health and safety (q) 11 Aug 78
Hire purchase business (m) 6 Oct 78
Housing *see* Construction industry
Industrial production index numbers (m) 20 Oct 78
Scotland (q) 15 Aug 78
Wales (q) 11 Aug 78
Insurance companies investment (q) 13 Oct 78
investments and assets (a) 11 Nov 77
Investment book values of overseas direct investment (every 3 years) 25 Feb 77
industry's investment intentions (3 times a year) 6 Oct 78
10-year review (a) page 196
investment and earnings overseas (a) 5 Aug 77
see also Capital expenditure, insurance companies, and pension funds
Land and building sales (a) 24 Mar 78
Made-up clothing orders and deliveries (m) 15 Sep 78
Man-made fibres deliveries (q) 1 Sep 78
production (m) page 206
quarterly analysis (q) 1 Sep 78
Metal-working machine tools (m) 29 Sep 78
Moneylenders Acts page 200
Motor industry car and commercial vehicle production (m) 29 Sep 78
provisional (m) 13 Oct 78
motor trade turnover 25 Aug 78
Office development permits (q) 22 Sep 78
Official reserves (m) 6 Oct 78
Overseas trade of the UK analysis by industry (q) 1 Sep 78
analysis of trends (q) 8 Sep 78
direct exporters and credit terms (a) 21 Jul 78
export prospects (q) 15 Sep 78
import penetration (q) 18 Aug 78
invoicing in foreign currencies 5 May 78
see also Balance of payments
Pension funds Investment (q) 13 Oct 78
investments and assets (a) 30 Jun 78
Price Commission index (m) page 149
Regional development grants (q) 11 Aug 78
Research and development expenditure 24 Jun 77
employment 1 Jul 77
Retail prices index (m) 20 Oct 78
Retail trades sales (m) 6 Oct 78
provisional (m) 20 Oct 78
stocks (m) 13 Oct 78
Royalties: overseas transactions (a) 14 Jul 78
Selective financial assistance section 7 (m) 15 Aug 78
section 7 £10,000 or more (q) 18 Aug 78
section 8 (q) 18 Aug 78 and 25 Aug 78
Shipping nationality of vessels in UK seaborne trade (a) 23 Jun 78
UK revenue (a) 13 Oct 78
Steel consumption and stocks (q) page 202
provisional (q) 18 Aug 78
Stocks manufacturers' and distributors' (q) 29 Sep 78
provisional (q) 1 Sep 78
manufacturers' (m) 28 Jul 78
retail (m) 13 Oct 78
Television overseas payments and earnings (a) 25 Aug 78
Textiles activity in the industry (q) 20 Oct 78
carpet sales (m) page 206
cotton industry production (m) page 205
hosiery production (m) page 204
wholesale houses' sales and stocks (m) 6 Oct 78
wool exports (q) 29 Sep 78
wool output (m) page 205
Tourism foreign arrivals (m) 13 Oct 78
overseas travel and tourism (a) 8 Sep 78
overseas travel and tourism (q) page 198
Unemployment (m) page 162
Wholesale prices average prices of selected commodities (a) 14 Apr 78
index numbers (m) 20 Oct 78
initial summary (m) 13 Oct 78

Organisational information

Commercial representation guide 20 Oct 78
CRE contact points 22 Sep 78
Departmental publications (m) 13 Oct 78
ECGD lines of credit 13 Oct 78
ECGD local offices 15 Aug 78
European public holiday guide (a) 25 Nov 77
Government statistics guide 21 Jul 78
Guide to departments 27 Jan 78
Guide to HM Customs and Excise 18 Aug 78
Guide to schemes of selective financial assistance 7 Oct 77
Index, Apr-Jun 22 Sep 78
OTAR contact points 13 Oct 78
Release dates of economic statistics (m) page 199
Trade promotions guide (q) This week

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102	112	122	132	142	152	162	172	182	192	202	212	222	232	242	252	262	272	282	292
103	113	123	133	143	153	163	173	183	193	203	213	223	233	243	253	263	273	283	293
104	114	124	134	144	154	164	174	184	194	204	214	224	234	244	254	264	274	284	294
105	115	125	135	145	155	165	175	185	195	205	215	225	235	245	255	265	275	285	295
106	116	126	136	146	156	166	176	186	196	206	216	226	236	246	256	266	276	286	296
107	117	127	137	147	157	167	177	187	197	207	217	227	237	247	257	267	277	287	297
108	118	128	138	148	158	168	178	188	198	208	218	228	238	248	258	268	278	288	298
109	119	129	139	149	159	169	169	189	199	209	219	229	239	249	259	269	279	289	299
110	120	130	140	150	160	170	180	190	200	210	220	230	240	250	260	270	280	290	300

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